

# LET SPEAR BE your SANTA CLAUS



Buy  
Now

Pay Later

HOME FURNISHERS FOR THE PEOPLE OF AMERICA

# SPEAR & CO.

PITTSBURGH, PA., U.S.A.





**Our Great Offer to "Let Spear Be Your Santa Claus"** shows exactly, in a few words, what we want to do for you at this holiday season. Our efforts in purchasing the articles herein have resulted in our being able to offer them at a much lower price than they could be purchased elsewhere. All of the patterns shown are new designs that have never been shown elsewhere. We want the slogan, "Let Spear be your Santa Claus," to apply not only to your own needs, but also to your children's. That is why we have selected some very attractive toys for them, also. We want to make friends with the little folks, for you know some day they will be big, too. Just a word about the toys illustrated. They are shown here for the accommodation of the grown-ups, and in order to satisfy the desire of many of our customers who have heretofore wanted such articles at the holiday season, we secured these attractive toys. They are offered, however, at their actual cost price. We do this as a matter of accommodation, and we feel that many of you will be delighted to purchase them. We would request that in sending us your order for any of these toys that you bear in mind the fact that you get the same guarantee of satisfaction or your money back. This you will know is your one best protection. We are sure the idea as explained will be readily accepted, and we are selling these toys at cost to make it easy for you to get them for the little folks. Everything can be purchased on the terms quoted below. The descriptions will tell you all about the articles illustrated.

**Do Not Forget to Send Us Your Order Early,** so as to insure your receiving your selections prior to the holidays. We have exceedingly large stocks and can make prompt shipment.

## TERMS OF PAYMENT

Below will be found a schedule of our liberal, open account credit terms. If you order more than one article, add up the total amount of your purchase, and then refer to this table, which will show you the amount we require as first payment, also the amount you are to pay each month until you have paid up the full amount. We charge no interest on deferred payments, and there are no extra charges of any kind.

AMOUNT OF ORDERS	First Payment to be Sent With Order	Monthly Payment	AMOUNT OF ORDERS	First Payment to be Sent With Order	Monthly Payment	AMOUNT OF ORDERS	First Payment to be Sent With Order	Monthly Payment
\$ 5.00 to \$ 6.24	\$ 0.75	\$ 0.50	\$ 36.00 to \$ 40.99	\$ 6.00	\$ 3.00	\$ 96.00 to \$100.99	\$15.00	\$ 6.50
6.25 to 7.49	1.00	.85	41.00 to 45.99	6.75	3.25	101.00 to 125.99	18.75	7.25
7.50 to 8.74	1.25	.75	46.00 to 50.99	7.50	3.50	126.00 to 150.99	22.50	8.50
8.75 to 9.99	1.50	.75	51.00 to 55.99	8.25	4.00	151.00 to 175.99	26.00	10.00
10.00 to 12.49	1.50	.75	56.00 to 60.99	9.00	4.25	176.00 to 200.99	30.00	11.50
12.50 to 14.99	2.25	1.00	61.00 to 65.99	9.75	4.50	201.00 to 225.99	33.75	12.75
15.00 to 17.49	2.25	1.00	66.00 to 70.99	10.50	4.75	226.00 to 250.99	37.50	14.25
17.50 to 19.99	3.00	1.25	71.00 to 75.99	11.25	5.00	251.00 to 275.99	41.25	15.50
20.00 to 22.49	3.00	1.50	76.00 to 80.99	12.00	6.25	276.00 to 300.99	45.00	17.00
22.50 to 25.99	3.75	1.75	81.00 to 85.99	12.75	6.50	301.00 to 325.99	48.75	18.50
26.00 to 30.99	4.50	2.00	86.00 to 90.99	13.50	6.75	326.00 to 350.99	52.50	20.00
31.00 to 35.99	5.25	2.50	91.00 to 95.99	14.25	6.00	351.00 to 375.99	56.25	21.50

*Spear & Company, Penn Avenue, Pittsburgh, Pa.*

# Spear's Special Christmas Doll Go-Cart

It is the Up-to-Date,  
"New Idea" Collapsible  
With Heavy Rubber Tires

Just the Thing for the Children  
Include One in Your Xmas Order

Has a  
Folding  
Adjust-  
able  
Hood  
and Foot  
Brake



**This Semi-Collapsible Doll Cart** that we have purchased for Christmas use is a very handsome offering, and one well worth twice our price. We are offering it, however, at its actual cost. The body frame measures 11 by 20 inches, and is finished in black enamel. The cross handle is 29 1/2 inches from the floor, just the right height for the average child. The wheels are 8 inches in diameter, and have rubber tires and double silver tipped spokes.

**The Upholstering and Hood** are made from the same leatherette that is used on all our go-carts, and is furnished in dark green only. The back reclines, and being made under the "New Idea" patent, it will make a most handsome gift for any child. Better include one of them with your Christmas order, for it will make the child that receives it jolly and happy.

**The Price is So Low** that we must ask that you order promptly, for at this price they are bound to be a popular seller. Shipped direct from our Pittsburgh warehouse, crated, and guaranteed to reach you in perfect condition. Shipping weight, about 15 pounds.

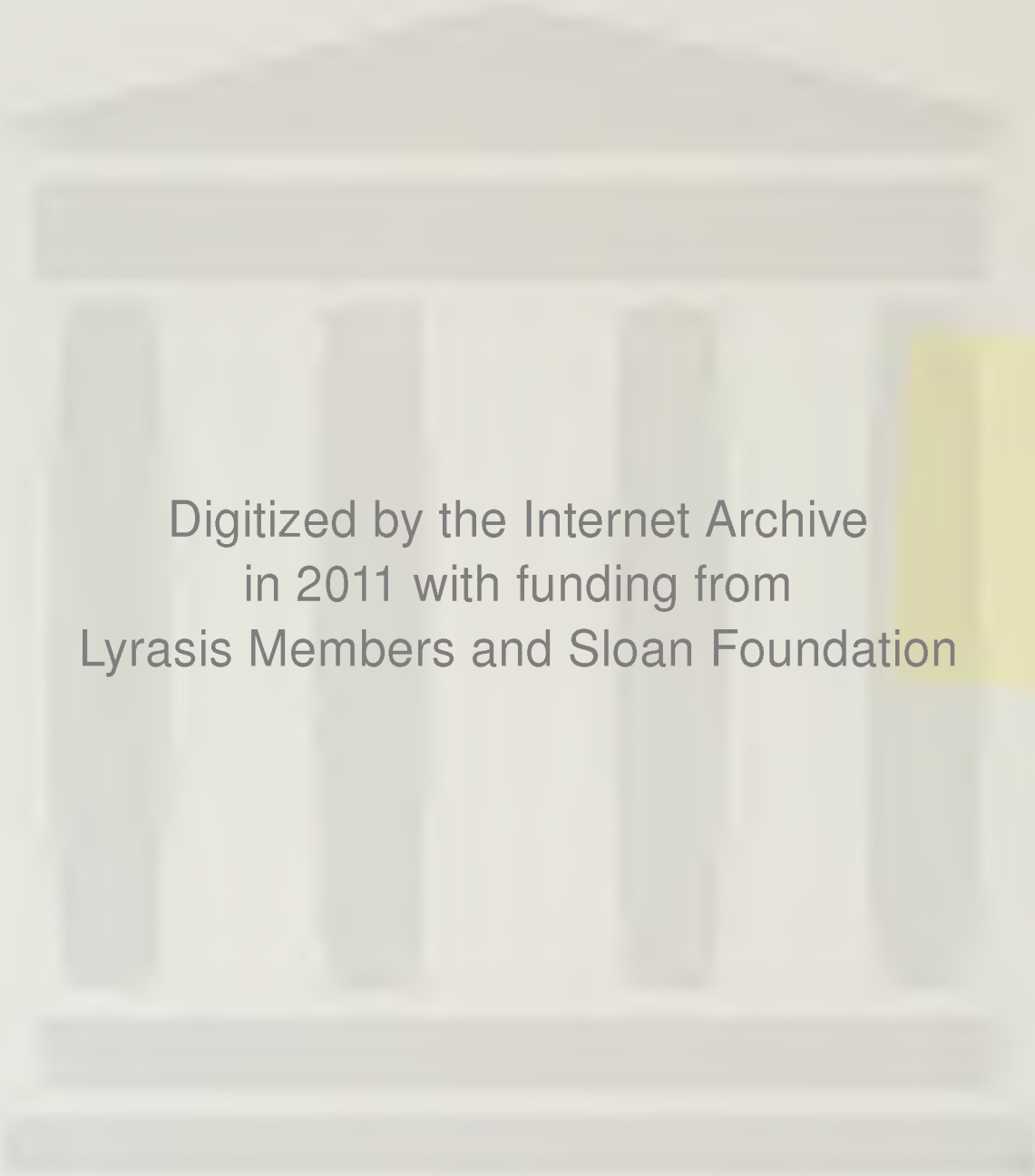


This cut shows how cart folds

No. D130, Price . . . . . \$1.98

*THE HENRY FRANCIS du PONT  
WINTERTHUR MUSEUM  
LIBRARIES*





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<http://www.archive.org/details/letspearbeyoursa00spea>



### This Child's Rocker

is indeed a most admirable design and will make every child who receives one very happy. It is thoroughly made in a strong, durable manner, and it is so built that with ordinary care it will last a child for years. There is nothing about it that will wear out and can have all the rough usage without the possibility of breaking it. You will note that the top slat has a nice clear cut embossing. It is fitted with a cobbler seat and strong, substantial posts, low,



comfortable arms and extremely graceful runners. It is constructed throughout of solid Oak, finished a rich shade of golden. It is 31 inches high and the cobbler seat is 13½ inches in diameter. Do not fail to include one of these rockers with your order. Shipped from our Pittsburgh warehouse, upon receipt of first payment, securely packed and guaranteed to reach you in perfect condition.

No. D520, Price . . . . . \$1.35

### This Little Miss's Rocker

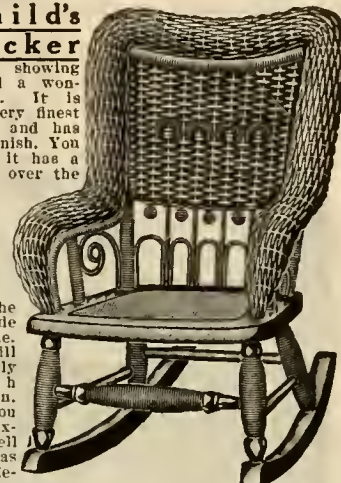
is 30 inches high and has a saddle seat 15 inches in diameter. It is constructed throughout of solid Oak and is finished a rich shade of golden. For a comfortable and substantial rocker this one cannot be surpassed at the price. It is indeed beautiful; the design is very unique and is a rocker that will last for years. The top slat has a unique curve, the center banister is large and the posts are all extra heavy, well made, so as to give the rocker a most rigid and substantial construction. We want you to order this rocker on trial. We want to ship it to you so that you can have it for Xmas, and if you do not find it to be the most exceptional value at the price, it may be returned and your first payment, as well as freight charges, will be instantly refunded. Shipped from our Pittsburgh warehouse upon receipt of first payment, securely packed and guaranteed to reach you in perfect condition. Shipping weight, about 15 lbs.



No. D521, Price . . . . . \$1.85

### This Child's Reed Rocker

that we are showing here is indeed a wonderful pattern. It is made of the very finest imported reed and has a fine shellac finish. You will note that it has a continuous roll over the top of the seat. This is a full roll and the rocker is fitted with 13 inch cane seat. The understock is extremely heavy and the frame is made of select maple. Every child will be wonderfully delighted with this pattern. The back, you will note, is extremely well woven and has an intricate design and there is everything about the rocker to make it most lasting and durable. In the selection of this rocker, you are getting one that will last indefinitely with proper care. It is extremely comfortable and is an admirable value at our price. Better include one of these in your Xmas order, for we are sure it will make the little ones happy. Shipped from our Pittsburgh warehouse, securely packed and guaranteed to reach you in perfect condition.



No. D522, Price . . . . . \$1.98

## A Mechanical Train on Track

Interesting and Fastinating For the Children



No. D73, Price . . . . .

**The Train on Track** that we have selected for the Xmas special will certainly make the children happy. It is an ingenious article and will be the delight of every child who receives it. The equipment consists of a figure "S" track and is 37½ inches long. Each circle of the figure "S" measures 19 inches in diameter. The track is made in nine pieces and can be taken apart and put together in a few moments. The set consists of the engine, tender and three coaches, all handsomely enameled and glossed. Engine is wound up by a key at the side, and it will run for several minutes. They may be shipped direct from our Pittsburgh warehouse. The price at which we are selling it is its actual cost, so do not be afraid to make the children happy.

98c

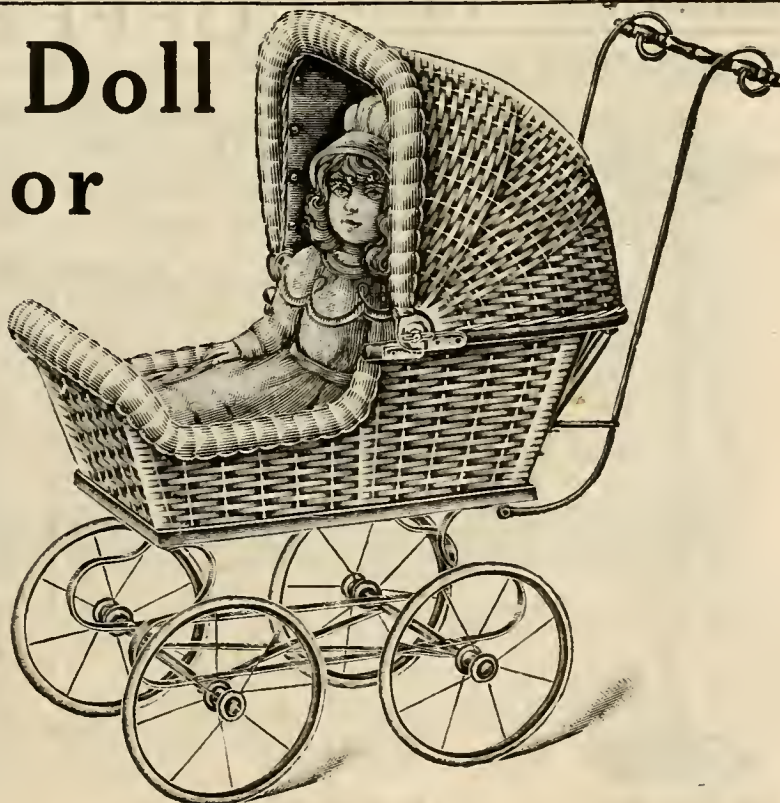
## A Handsome Doll Perambulator

**MADE OF REED WITH STRAP SPRINGS**  
**WHEELS HAVE HEAVY RUBBER TIRES**

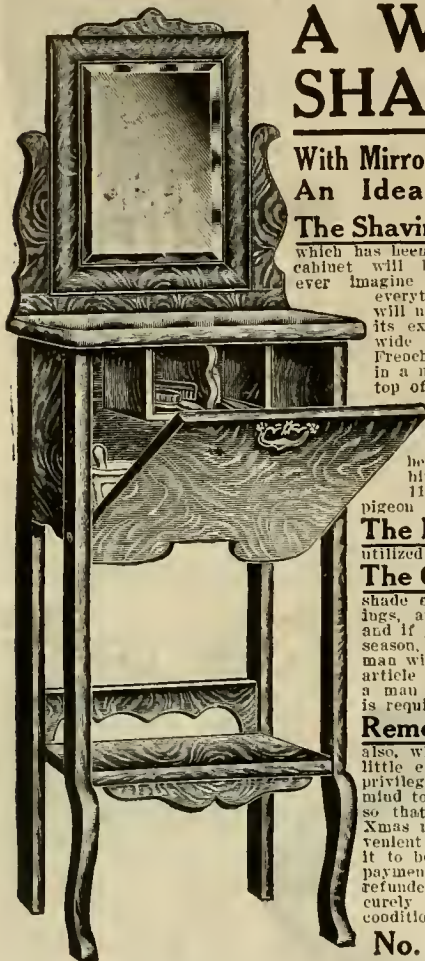
**The Doll Perambulator** that is illustrated here is indeed a wonderful value for the low price at which it is offered. The base measures 8 inches x 16 inches and is fitted with 8-inch wheels with heavy enamel spokes and heavy rubber tires. The interior of the cart is upholstered in moire and has strap springs with enamel pushers. You will note from the illustration that the hood raises and lowers and is made of the best of split reed and is finished in natural color only. This is a handsome carriage for a doll, and if you want something very much out of the ordinary for your child for Xmas, do not forget that this doll perambulator will be certain to please it the most.

**The Illustration** here shows a large size doll in the carriage, so you can imagine the size of it. We were particularly impressed with this design, for no other reason than its represented character and dignity, and it is offered here at a most ridiculously low price. If you want to make your child happy this Xmas do not hesitate to order this perambulator, which is to all appearances like the large size perambulators that sell for \$18.00 or \$25.00, and a child will certainly be delighted in the selection of this one. Remember, you were young once yourself, and there is nothing like gladdening the hearts of the little ones at this Yuletide season. Shipped from our Pittsburgh warehouse upon receipt of first payment, securely packed and guaranteed to reach you in perfect condition. Better order it early so that it will surely reach you in time for your Xmas needs.

No. D100, Price . . . . . \$4.45







## A WONDERFUL SHAVING STAND

With Mirror and Cabinet. Golden Oak Finish. An Ideal Article For Every Home

**The Shaving Cabinet** that we have illustrated here which has been made special for us for our Xmas trade. This cabinet will be the most coveted article that you could ever imagine for the man of the house, for there is everything about it to make it very desirable. You will note from the illustration that it stands real high, its extreme height being 63 inches. It is 15 inches wide and 12 inches deep. The top is fitted with a French bevel plate mirror 8 inches by 10 inches, set in a neat frame and suspended by neat standards. The top of the base is an admirable place for shaving materials when a man is shaving, and is very large. You will note underneath the cabinet proper, place where anything in the way of man's shaving materials or toilet articles can be placed. It is fitted with lock and key, has a hinged lid compartment, which is 10 inches deep, 11½ inches wide and 10 inches high. It has two pigeon holes which will be found quite a convenience.

**The Legs** are well proportioned and underneath you will note the small shelf. This can be utilized for various purposes also.

**The Construction** of this shaving cabinet is of solid Oak, finished a rich shade of golden. It will harmonize with any surroundings, and it will be equally desirable for a bed room, and if you want to make somebody glad at this Yuletide season, make him a present of one of these. Every man will covet it, as he knows that it is an indispensable article to him in his toilet preparations. It is nice for a man to have a place for each and every article that is required for the toilet.

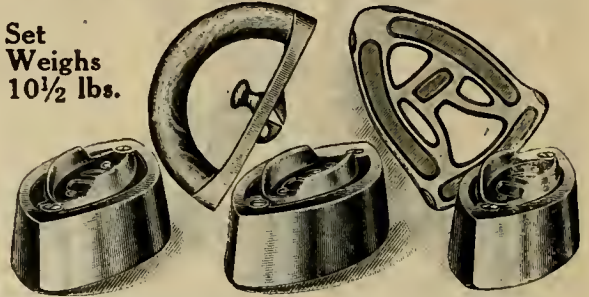
**Remember Our Policy of Selling** is at your service also, which makes it easy to get one of these with very little effort, and remember, too, that we allow you the privilege of 30 days' free trial before you make up your mind to buy. We want you to order this cabinet at once so that it will reach you in plenty of time for your Xmas needs. If you don't find it one of the most convenient articles in your household, and if you don't find it to be exactly as represented, return it and your first payment, as well as freight charges, will be instantly refunded. Shipped from our Pittsburgh warehouse, securely packed and guaranteed to reach you in perfect condition.

No. D69, Price . . . . . \$4.85

## A Complete Set of Mrs. Pott's Sad Irons

Includes Three Irons, Handle and Stand Handsomely Silver Nickled

Set Weighs 10½ lbs.



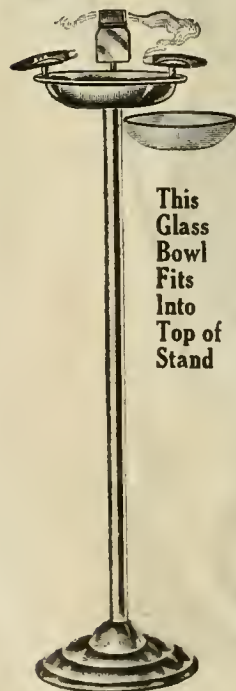
**Another Notable Addition** to our line of Xmas specials is this set of Mrs. Pott's sad irons. The constructions of them are of a quality that are selling for considerably more than we are asking for this one. The set is made up of five pieces—three irons, a holder and a stand. No household should be without a set of these irons. They are indeed a most wonderful value at our price and we venture this opinion that you will be delighted with the set in every way.

**The Construction** is of Birmingham gray iron and the outside is liberally ground and polished and silver nickled. The entire set weighs 10½ lbs., and those of you who are in need of a good, up-to-date set of sad irons, want to order this set on trial. We guarantee that they will satisfy you in every way. There is nothing about them to wear out. They are smooth, have a slightly turned point in front and are the most up-to-date sad iron on the market today. The holder that is included in this set has an always cold wood handle, has a well made ratchet and spring, and with very little effort you can pick up the iron without the added possibility of having your fingers burnt. We solicit your order for this set of Mrs. Pott's sad irons, with the understanding that if after you receive them you are not satisfied with them, they can be returned and your first payment, as well as freight charges, will be instantly refunded. Send us your order early so that when you need them you will have them. Shipped from our Pittsburgh warehouse securely packed and guaranteed to reach you in perfect condition.

No. D70, Price . . . . . 85c

## A BRASS SMOKING STAND

Complete with Cigar Holders, Match Safe, and Ash Receptacle



### The Brass Smoking Stand

that we have illustrated here stands 30 inches high over all and the base is 7 inches wide. The brass has a satin finish and is lacquered so that with proper care it will always maintain its lustre. you will note that this smoking stand is complete in every detail. It has three cigar holders where lighted cigars may rest and a device for a box of matches. To the right of the smoking stand you will note the small bowl; this is a glass bowl that fits down into the top of the bowl and forms a receptacle for ashes, matches, etc. This is a convenient arrangement, in that it can be easily removed to be emptied. You will certainly want one of these for your home and you had better include one with your Xmas order. It will be shipped from our Pittsburgh warehouse, securely packed and guaranteed to reach you in perfect condition.

No. D71, Price . . . . . \$1.65

## A PURE ALUMINUM COFFEE PERCOLATOR

The Most Satisfactory Design on the Market at the Price.

Fitted with Sanitary Glass Dome in Cover and a Satin Finished French Drip liner inside.

### The Pure Aluminum Percolator

that we illustrate here is a perfectly sanitary arrangement and is made along the lines to secure all the possible strength out of your coffee or tea, for it can be used either as a coffee percolator or a regular tea pot. It is made of one piece of heavy sheet pure aluminum, highly polished, and has an always cold handle, riveted on with a heavy aluminum spout. The interior is fitted with a satin finished French drip liner and the glass dome in the cover allows you to always see the process of your coffee percolating. The size of this percolator is a convenient one, its capacity being nine cups or equivalent. It is thoroughly made and at the price at which it is offered represents a great big saving. Every household should have one of these, and we have made it so convenient for you to purchase one. We are confident that in the selection of this percolator, every one will be delighted with it. There is nothing nicer for the kitchen, and even though you do not use it every day it will be nice to have when company comes. You will find that with its use, you will secure every bit of strength that your coffee contains, making it more palatable and eliminates the necessity of using a strainer when pouring coffee, and in fact you will find your coffee much better in every respect than you could make with an ordinary coffee pot. The possibility of having grounds in your coffee is entirely eliminated. We solicit your order with the understanding that if, after you receive it, it is not perfectly satisfactory, it may be returned and your first payment, as well as freight charges, will be immediately refunded. Shipped, securely packed from our Pittsburgh warehouse and guaranteed to reach you in perfect condition. Do not fail to include one of these in your Xmas order.

No. D72, Price . . . . .



This illustration shows method of percolating coffee -- the only satisfactory way.

\$2.35





# Spear's "VICTORIA" Mantel Clock

A Massive  
Clock with  
Black  
Marbleized  
Case



TERMS  
75c Cash With  
Order  
Balance 50c  
Monthly



Has a  
Reliable  
Eight Day  
Movement,  
Cathedral  
Gong with  
Cast  
Double  
Arch,  
Egyptian  
Columns  
and Cast  
Side Orna-  
ments and  
Feet

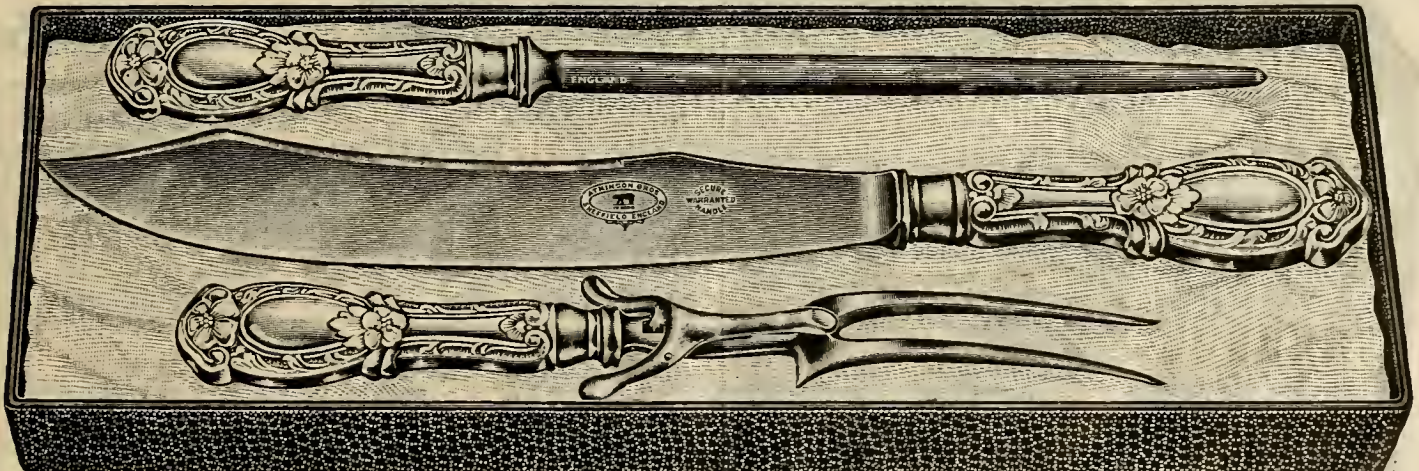
**We Selected for Our Xmas Sale** this beautiful "Victoria" clock, and you will note from the illustration that it is extremely massive. It is 11½ inches high and 19½ inches long. The case is black marbleized and polished and is a finish far superior to the Belgium marble. It has a large cast double arch on either side which are supported by six Egyptian green columns. The top of the arch is inlaid with red marbleized moldings. It is richly decorated with heavy gilt cast side ornaments and feet. The eight day movement is substantial throughout and it is an excellent time keeper. It strikes the hours on a cathedral gong and the half hour on a cup bell. Notice the beautiful dial on this clock with dainty decorations of festooned flowers; also the clear cut Arabic numerals. The illustration falls

to do it justice in this respect. The dial is fitted with bull's eye glass, which is a vast improvement over the ordinary flat style. This clock is built for service and with proper care will last a lifetime. If you are in need of a clock for your mantle, we are sure that in the selection of this one you are getting something quite out of the ordinary and one that will please you in every respect. We solicit your order for it with the understanding that if for any reason it is unsatisfactory you may return it, and your first payment, as well as freight charges, will be immediately refunded. Better order one of them today and we are sure that you will be more than pleased once you have received it. Shipped from our Pittsburgh warehouse, securely packed and guaranteed to reach you in perfect condition.

No. D2555, Price . . . . . \$5.95

## Our New Special 3-Piece Carving Set

Imported Direct for This Sale. German Silver Hollow Handles.



**A Notable Addition To Our Line** is this handsome three-piece carving set, one of the most appropriate things of its kind that we could offer. At the same time, you can secure it with the satisfaction of knowing that you are buying one of the best of its kind at the price. We are somewhat enthusiastic about this carving set, and we would like to furnish one to each and every one of our customers, because you will find it without parallel in the annals of your buying.

**The Set Is Composed of** carving knife, fork, and a steel is included to be used in sharpening the knife. This set has been imported for us from England, especially for this sale. It is warranted, and is made of the best tempered Sheffield English steel, superbly German silvered, and the handles of each piece are tastefully designed, finished in a French gray, with

bands of bright silver. This adds great beauty to the set, and with its superb quality it will last indefinitely. You need have no hesitancy whatever in selecting this carving set, for it goes to you under not only our guarantee, but the manufacturer's as well. The knife measures 14½ in. in length, the fork 10½ in. and the steel 12¾ inches.

**You Can Use This Set for Thirty Days** before making up your mind to buy it. The three pieces are put up in a neat box, gorgeously lined with corded silk. Sold on our liberal terms of credit, and shipped from our Pittsburgh warehouse, upon receipt of your order, with the customary first payment. Shipping weight, about 5 pounds.

No. D2543, Price . . . . . \$3.95





# Spear's "La Vigne"

## 26-Piece Silver Set \$7.85

IN A BEAUTIFUL GOLDEN OAK,  
SILK LINED CHEST WITH DRAWER

The Celebrated Wm. Rogers' Make

**This Beautiful** 26 piece silver set that we are illustrating here is indeed one of the most beautiful designs that we have ever featured. We have placed a large contract for an enormous quantity just to have them at this season of the year so that you could include it in your Xmas order. The illustration fails to do this set justice, in that it should be shown up in the picture as large as the set itself, but you can take our word for it that it is indeed a wonderful offering and you will be delighted with it in every way.

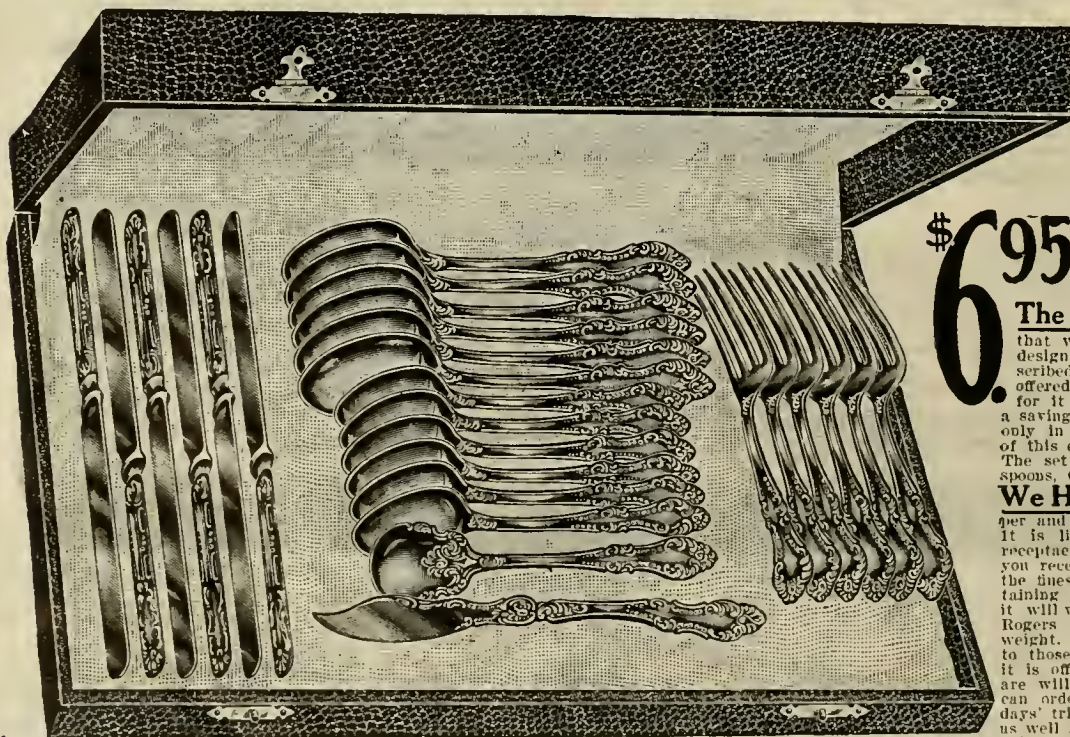
**The Design** is the celebrated Lavigne design or grape. You will note this design on the handles of each piece and is furnished in only the delicate French gray finish, which is admirable in a set of this character. It is silver plate and we guarantee that with proper care it will last indefinitely. There is only one suggestion that we have to offer in the keeping of it, and that is never use a polish of any character that contains grit or gritty substances; use only the best silver polish and you will be surprised how long this set will give lasting service.

**We Have Encased it in a Neat** oak chest, finished golden, the interior of which is lined with silk and has a silk lined drawer. As you will note, each piece has a separate pocket in which it can be kept, so that when you are finished using it, it can always be retained in the chest and there is no danger of your losing any of it. We warrant this set to give satisfaction. It is the celebrated William Rogers make, and that alone is sufficient to guarantee you something quite unusual at the price. There is a great saving represented here, and if you are in need of a silver set do not hesitate to order this one on trial. We solicit your order with the understanding that if for any reason it is unsatisfactory, it can be returned and your first payment, as well as freight charges, will be instantly refunded. This makes you the sole judge of your own satisfaction. Shipped from our Pittsburgh warehouse.



Set, Consists of  
6 Knives, 6  
Forks, 6 Table-  
spoons, 6 Tea-  
spoons, 1 Sugar  
Shell and 1 Butter  
Knife.

No. D2553, Price, 26 Pieces Complete in Chest . . . . . \$7.85



## Our "Carlton" 26-Piece Silver Set

IN A NEAT LINED CHEST

\$6.95 Wm. Rogers' Make

The "Carlton" 26-Piece Silver Set

that we illustrate here is indeed a most beautiful design and you will note that each piece has inscribed upon it this intricate design. While it is offered at a much lower price than is usually charged for it in retail stores, we are confident that quite a saving exists in the purchase of it. It is furnished only in the bright finish and we believe for a set of this character it cannot be surpassed at the price. The set is made up of 6 knives, 6 forks, 6 table spoons, 6 teaspoons, 1 sugar shell and 1 butter knife.

**We Have Assembled** it in a neat pasteboard case covered with paper and has a hinged lid with two catches in front. It is lined with silk and makes a very nice receptacle for the set. If you will be careful after you receive this set and see that you polish it with the finest of silver polishes, using no substances containing grit, we are sure that, with proper care, it will wear indefinitely. It is the celebrated William Rogers 1881 ware and is warranted full 12 penny weight. This set would make a most pleasing gift to those who receive it, and at the price at which it is offered we guarantee you quite a saving. We are willing to ship it to you on trial, that is, you can order it and if it is not satisfactory after 30 days' trial, it can be returned and your first payment, as well as freight charges, will be instantly refunded. Shipped direct from our Pittsburgh warehouse.

No. D2554, Price, 26 Pieces, as Illustrated . . . . . \$6.95





## A Handsome Quadruple Plate Fruit Bowl

MADE OF VERY DENSE, TOUGH MATERIAL. HAND BURNISHED GOLD INTERIOR. WARRANTED FOR 10 YEARS.



### The Fruit Bowl That We Illustrate

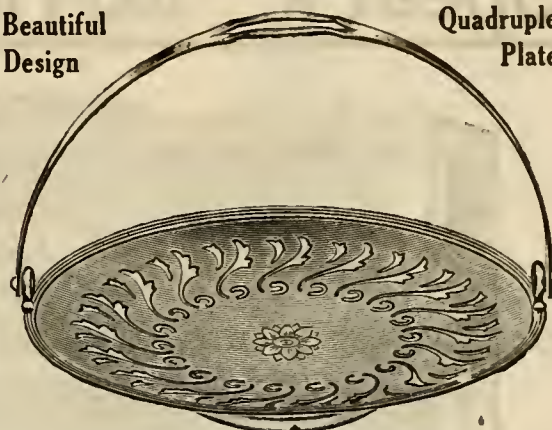
here is something every woman will be proud to own. The material used in its construction is very dense and tough and with ordinary handling will not tarnish. The quadruple plating is absolutely guaranteed for 10 years. The interior of the bowl is hand burnished, gold lined, and we think it is one of the most beautiful and attractive of designs that we have ever seen. The beautiful carving is of celebrated Lavigne raised or grape design. The bowl is 6 1/2 inches high, 8 1/2 inches wide at the top and sets on a 4 1/2 inch wide bottom, and beyond a doubt we think it is one of the prettiest fruit bowls that we have ever seen listed at or near our price. We consider the offering of this bowl most advantageous to our customers at this time. It is sold with a 30 day free trial offer and you can order it on trial. With ordinary care it should last a lifetime, but in cleaning it, use no substances containing grit, nothing but pure silver polish, and if you follow this one suggestion we are sure that this bowl will last indefinitely. Shipped direct from our New York factory, securely packed and guaranteed to reach you in perfect condition. Better include one of these bowls with your Christmas order for you will find it a most remarkable value.

No. D2533, Price . \$3.75

## Cake or Sandwich Basket

Beautiful Design

Quadruple Plate



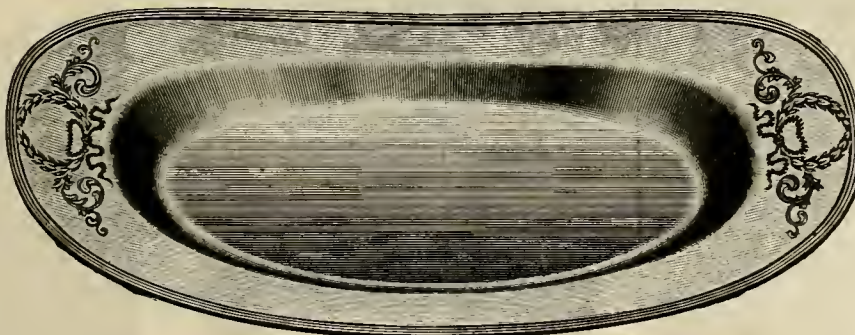
**The Cake or Sandwich Basket** that we illustrate here is indeed a beautiful design. It is made of dense tough material and is quadruple silver plated and guaranteed for 10 years. It measures 9 1/2 inches in width and the handle is securely fastened and may be raised or lowered as desired. Has an open work design all around near the border and a neatly engraved design in the center. This gives it a most dainty and beautiful effect. It will make a serviceable and useful article in any household. It is in fact a necessity. Sold on our liberal terms of credit of 30 days free trial. Shipped from our New York factory, securely packed.

No. D2534, Price . . . \$3.45

## A Wonderful Value in a High Grade Quadruple Plate Bread Tray

BRIGHT FINISH. WARRANTED TEN YEARS

**The Bread Tray** that we have selected for our Xmas sale is a wonderful value, remarkably well made and is certainly a much desired article. The material of which it is made is extremely tough and is quadruple silver plate. It measures 13 1/2 inches long and is 6 1/2 inches high. The ends, as you will note, are beautifully hand engraved. The interior is highly polished and is a most distinct bargain at our price. We are positive that with proper care an article of this character will wear indefinitely, if you will only follow the suggestion when cleaning it not to use anything containing grit. Use only the finest of silver polish and you will get a lustre that will equal that of the highest grade silverware. This bread



tray should be in every home, for it will give your dining table a most attractive appearance. If you want to add to the beauty of your dining room and want something really nice and attractive on your dining table, we are sure that you should select one of these without hesitation. Remember, we are willing to let you be the judge of the sterling qualities of this article, and if you will send us your order, with the customary first payment, we will have it shipped direct from our New York factory, securely packed and guaranteed to reach you in perfect condition. If for any reason you are dissatisfied with it, it may be returned and your first payment, as well as freight charges, will be instantly refunded.

No. D2535, Price . . . \$3.65

## A BEAUTIFUL SHAVING STAND

Brush, Mug and Mirror Complete

For the Man of the House

we have selected this beautiful shaving stand. It is complete in every way with the exception of the razor and soap, for most men have their peculiar ideas in this respect; however, in the selection of this article, we were particularly impressed with the quality contained therein at the price at which it is offered. Any man who doesn't have his own shaving mirror should add this one to his belongings. It is made of extra tough, dense materials, quadruple silver plated, and very handsomely polished in every respect. It stands 14 1/2 inches high and can be extended to a height of 21 1/2 inches. The mirror is of French bevel plate quality, measuring 5 1/2 inches in diameter. The shaving mug is made of our best quality opalescent glass and will conveniently hold a quantity of shaving soap so that you can lather freely. It has a well made brush of badger hair mounted in white metal. If you want an idea for a gift for the man of the house, we are sure that nothing could please him more than this shaving stand. It will please him more than anything else, and at the price at which it is offered it will make him feel that he has an outfit that cost twice the price at which we are offering this one. We assure you that once he sees it and uses it, he will never be without it. It surpasses anything that has ever been offered at the price and we are confident that it will give lasting service and enjoyment. Upon receipt of your order, with the customary first payment, it will be shipped from our factory in New York.

No. D2536, Price . \$3.45



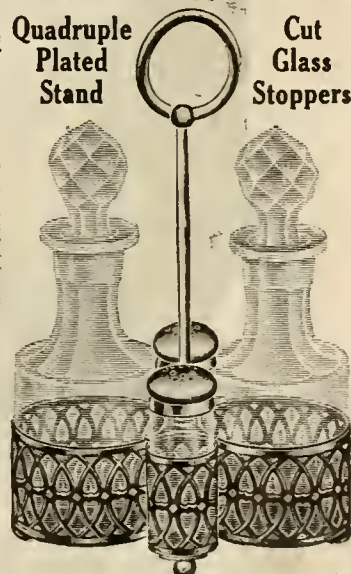
## A MAGNIFICENT CASTER SET

Includes Two Vinegar Bottles and Salt and Pepper Shakers

For the Lady of the House

this caster, with its equipment, will certainly delight her. We were particular in this selection, because we wanted something really nice that we can offer at a ridiculously low price, and we think we have succeeded in a fair measure. The illustration fails to do the set justice, for the reason that it is hard to show a set of this character up in a photograph. You must see the set itself to thoroughly appreciate it. It is an open work design made of dense, tough material, quadruple silver plate, and the set consists of the caster, salt and pepper shaker, vinegar bottle and another bottle which can be utilized for sauce, olive oil or a relish. The caster stands 8 inches high and is 4 1/2 inches wide. We are sure that the price at which it is offered represents a great big saving and with proper care will last indefinitely. It stands on ball feet and is very well made and the two bottles have cut glass stoppers. We are sure that any woman who reads this description can picture in her mind the set, and in order to thoroughly satisfy her we are willing to send the set on trial. We solicit your order with the understanding that if it is not thoroughly satisfactory it may be returned, and your first payment, as well as freight charges, may be refunded. Shipped from our factory in New York, securely packed and guaranteed to reach you in perfect condition.

No. D2537, Price . . . \$2.65







# Spear's "ROYAL PLYMOUTH" Range

The Most Popular Priced Range Ever Featured

Made of Non-Rust Metal  
Its Baking and Cooking  
Qualities Are Unexcelled

## Range That We Illustrate

**Here** is without question the most remarkable value that we have ever offered. It is a range that you would pay \$35.00 construction and the one reason that we have designed for lift any retail store. It is made by the same workmen who make our higher priced ranges, so that in securing it you get the same workmanship and the same features that are embodied in our higher priced ranges. Only the best of materials are used in its construction so that we can have something in an extraordinary value to offer our customers who do not feel that they can buy a heavier range.

**The Body** is made of our "P.P.P." non-rust metal; this is a special analysis metal that reduces rusting to a minimum. The oven is of the same proportions and construction as of our higher priced ranges. Every feature about it spells "Bargain" in the most pronounced way. We want this "Royal Plymouth" range to be in your home and represent us as being the greatest bargain givers in the country. That is the reason we are offering this magnificent range at such a low price. The oven measures 18 inches x 18 inches x 12 inches. The top is ribbed and has six 8-inch holes. The fire box is made with our "Duplex" reversible grate for hard coal, soft coal and wood. This is a recent accomplishment, which eliminates the possibility of your ordering a range that is not equipped

with the proper kind of grates for fuel you use. You can use any kind of fuel in this range successfully. The top, with reservoir, measures 41 inches x 24 1/2 inches and the range is equipped for the use of 7-inch stove pipe.

**The Warming Closet** is made of heavy gauge polished steel, has a lift door with friction hinges. The reservoir is fitted with a removable white porcelain lined tank of large capacity and is cast encaased. You will note from the illustration that the range is elaborately nickel trimmed, and at the price at which we are offering it, it demonstrates plainly that we can save you from 20 to 50 per cent. on anything that you may purchase from us. Remember, too, that this range is not a cheaply gotten up affair; it is perfectly made, has every feature about it to make it desirable, and

at the price at which we are offering it we are sure that no one can give you such a wonderful value. If you are in need of a range, remember this one, and remember, too, that we want you to order it on trial and place it in your kitchen for 30 days, bake on it, cook on it and put it to every test possible, and if you do not find it to be everythng that it is represented, you may return it, and your first payment, as well as freight charges, will be refunded. In this way you will be the sole judge of your own satisfaction. All we ask is an opportunity to demonstrate what great bargain we have to offer. This range will be shipped securely crated from our factory in Central Ohio and guaranteed to reach you in perfect condition, blackened and ready to set up. We have an exceedingly large stock, having placed a large contract, and we can consequently make prompt shipments, besides guarantee a great saving.

No. D2606, New "Royal Plymouth" Range with Reservoir, Price **\$23.85**

No. D2607, New "Royal Plymouth" Range Without Reservoir, Price **\$19.95**

ROYAL PLYMOUTH RANGE WITHOUT RESERVOIR

Water Front to  
Fit, \$2.50 Extra

SPEAR'S  
P.P.P.  
NON  
RUST  
METAL







# SPEAR'S NEW VIOLIN OUTFIT

COMPLETE OUTFIT  
CONSISTS OF

Violin, Bow,  
Case, Lettered  
Fingerboard,  
Self-Instructor,  
Rosin and Extra  
Set of Strings.

\$9.<sup>45</sup>

TERMS:

\$1.50 Cash With Order,  
Balance 75c Monthly.

## Renowned "Stradivarius" Model

IMPORTED DIRECT FROM GERMANY  
ESPECIALLY FOR THIS SALE

**The Violin Outfit Illustrated Here** is our celebrated "Stradivarius" model, and we verily believe that never before has a moderate priced violin represented such excellence. There is something more in this violin than appearance. In tone and volume it is second to none on the market, to-day. The workmanship is of the true Stradivarius character, and will make a most interesting, elevating and pleasant Christmas present, and it should be a deservedly popular seller. It is undoubtedly the best seller that has ever been offered or featured by any dealer of musical instruments. It has a very rich appearance and the tone it reproduces resembles closely that produced by the famous violin maker whose name has been given to this instrument.

**The Wood Used in The Violin** is carefully selected and aged, and is put together with special glue. Its color is chestnut brown, not highly polished. The sides and neck are highly polished.

**The Bow** is correctly made of Brazil wood, with genuine ebony frog and white tip. German silver screw and frog is underlined with German silver. We also furnish an extra set of strings with this outfit.

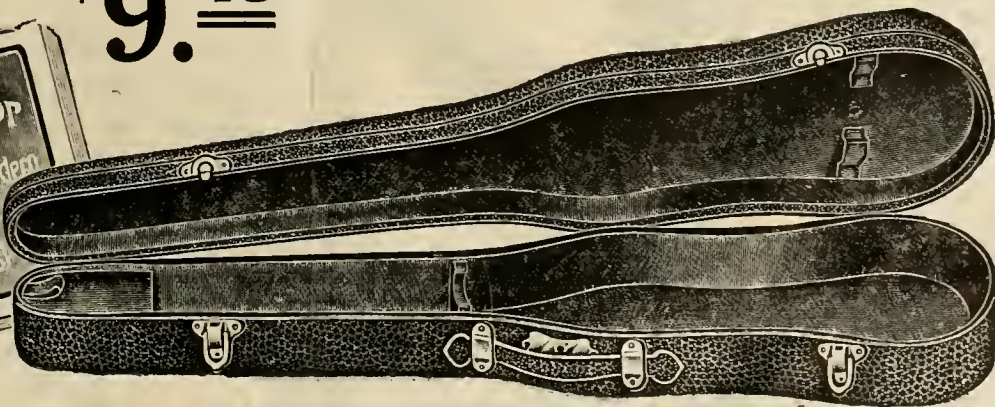
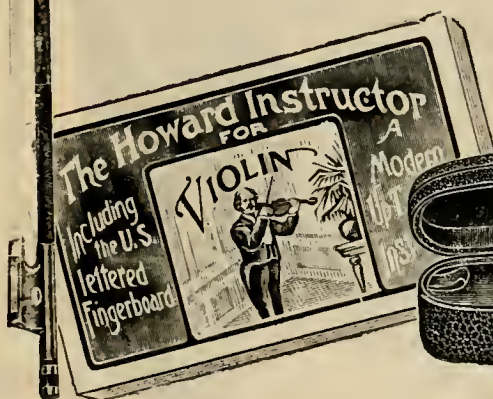
**The Leatherette Case** which is furnished with this outfit is full felt lined, with outside nickel lock, patented nickel fasteners and leather handle. We also include a large cake of the very best bow rosin, and complete book of instructions. You will note that this complete equipment enables the most inexperienced person to soon become an adept in violin playing, and remember also that violin music is elevating.

**We Consider This Outfit Complete in Every Detail.** The violin is distinguished for tone, quality and fine workmanship, and at our stupendous low price it is within the reach of every one to own one of these popular outfits. We consider this offer also one of the very best on musical instruments that we have ever been able to give our customers, and the very fact that we are willing to assume all responsibility should merit the utmost consideration of every one.

**We Wish to Impress Forcibly the Fact** that this complete outfit has been imported direct for this Christmas sale. This gives us the benefit of purchasing them much cheaper than if we had to pay the importer's profit. This is a big item, and well worth considering. The outfit is sold on our LIBERAL TERMS OF CREDIT, with the privilege of our THIRTY DAY FREE TRIAL OFFER. Send us your order, accompanied by the first payment, and this equipment will be shipped complete from our Pittsburgh warehouse, securely packed, so as to reach you in perfect condition. If for any reason it does not come up to your expectations within the thirty day free trial offer period return it to us at our expense, and all money paid will be refunded, including freight charges.

No. D59, Outfit Complete, Violin, Bow, Case, Rosin,  
Instruction Book, Lettered Fingerboard  
and Extra Set of Strings, Price

\$9.<sup>45</sup>







# A Beautiful Parlor Rocker Value

A New and Impressive Design, Representing a Master Stroke in Merchandising

MAY BE HAD IN GOLDEN OAK OR MAHOGANY FINISH

Has Opera Roll Seat. Marquetry Design is in Dainty Colors. A Roomy, Restful and Comfortable Rocker.

\$6<sup>95</sup>

## One of the Biggest and Best Values

that we have ever offered in a parlor rocker is the one that we illustrate on this page. If you have a place in your home for a large, comfortable and extremely beautiful rocker, something far superior to anything that you have ever seen at the price, we can recommend this one very readily. It is beyond criticism and being offered at a ridiculously low price. It is a rocker that is the equal or superior to any that your friends may own.

## The Back and Seat

are made from 6-ply built up veneer and we guarantee it against cracking or checking. The back is neatly decorated with an intricate design of Marquetry and shows up in dainty colors. It is indeed a beautiful design. The seat is full opera roll, which makes it very comfortable when sitting in it. The splindles are hand turned, the arms are wide and the front posts are exceptionally large, have a well executed embossing and the sweeps are carefully turned. The back posts are likewise hand turned and the construction is very strong and very durable, much more so than you will find in rockers selling at or near this price. We offer this rocker in quartered Oak, finished golden, or Northern Birch, finished mahogany. Both finishes are beautifully glossed, for only the highest grade of varnish is used, giving the rocker a mirror-like brilliancy.

## To Purchase a Rocker

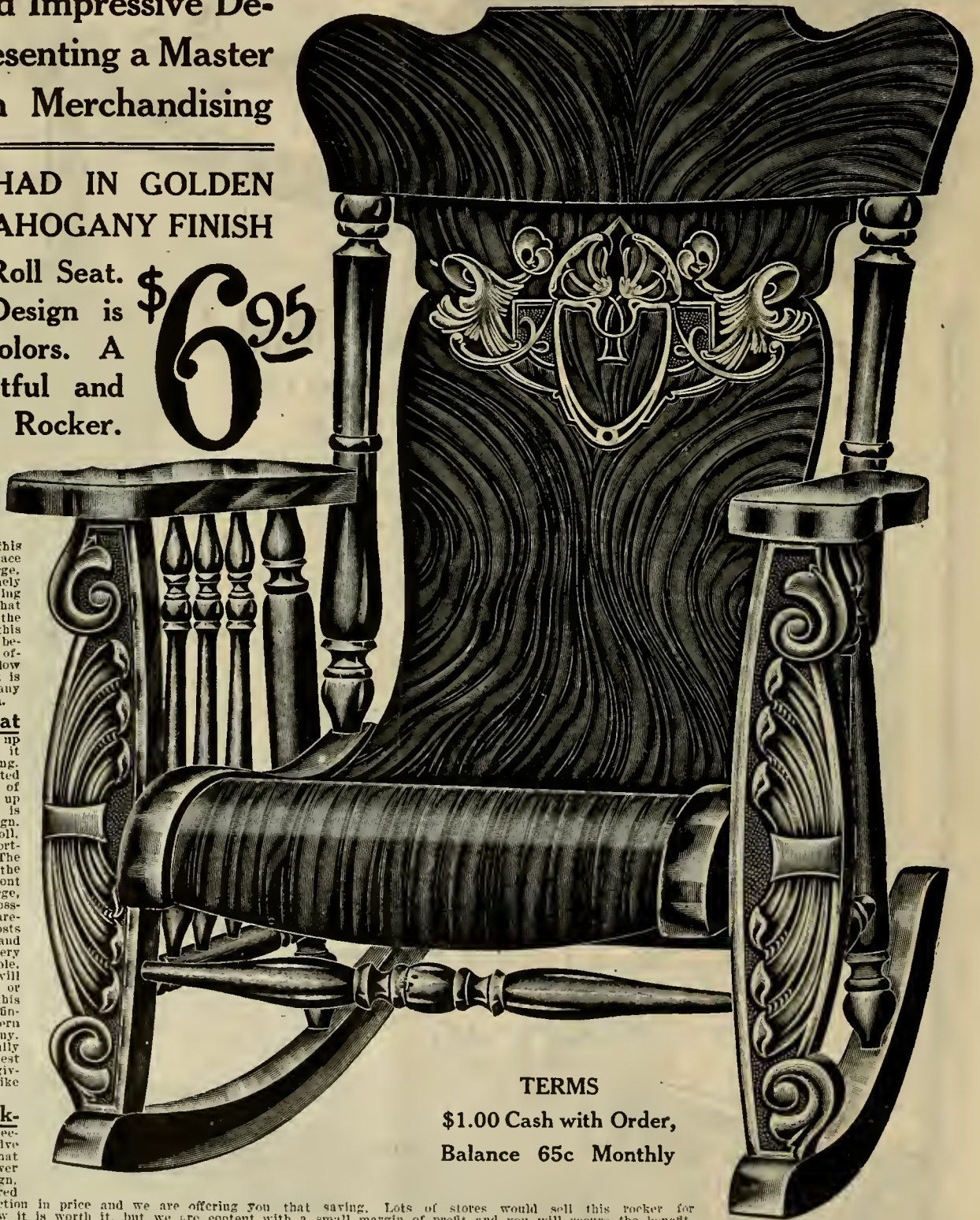
like this one it was necessary for us to give one of the largest orders that any institution has ever placed for a single design, and by doing so we secured a most advantageous reduction in price and we are offering you that saving. Lots of stores would sell this rocker for nearly \$10.00, and we know it is worth it, but we are content with a small margin of profit and you will secure the benefit. If you want a real nice and beautiful rocker, this one should be your choice. Remember, too, that we are willing to send it to you, let you use it for 30 days before you make up your mind to buy; there could not be a better offer made by anyone. You will find it to be the best and biggest value that you have ever seen, for we believe that without exception it is indeed a greater value than we could ever describe here or show in the picture. You must see the rocker itself to fully understand why we are so enthusiastic about it.

## We Want You

to order this rocker on approval and we will guarantee it to be exactly as represented, and we will further allow you to use it for 30 days before you make up your mind to buy. This is our plan of selling. If you do not find it to be the most wonderful value that you have ever seen, and if you do not find it to be exactly as represented, or if for any other reason you are dissatisfied with it, you may return it and your first payment, as well as freight charges, will be refunded. It will be shipped to you direct from our Pittsburgh warehouse, securely packed and guaranteed to reach you in perfect condition. Shipping weight about 60 lbs. Be careful in ordering, however, to state the finish that you want so that no mistake will be made. Send us your order at once so that you will receive the rocker just when you need it, for we have a large stock and can make prompt shipment.

## TERMS

\$1.00 Cash with Order,  
Balance 65c Monthly



No. D496, Price, Either Mahogany or Golden Oak Finish . . . . . \$6.95

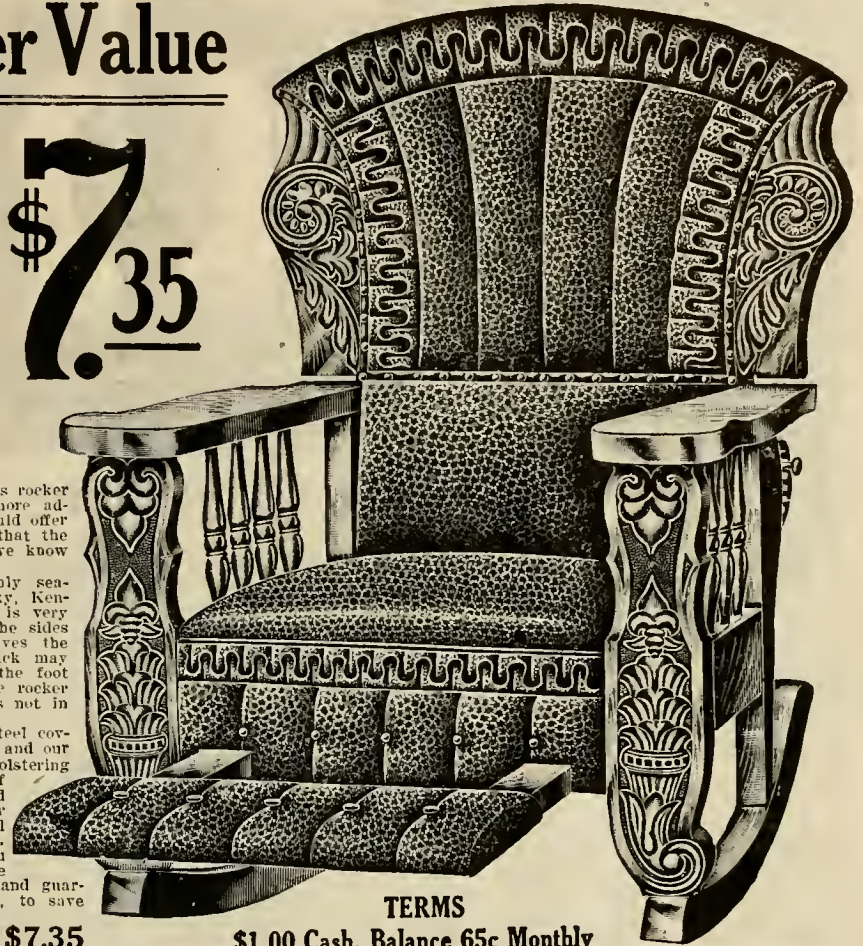




# Great Morris Rocker Value

Has a Foot Rest and  
Kenwood Quartered Oak  
Finish, Upholstered with  
Black Sylvan Leather

\$7.35



## A Wonderful Bargain

**We Have Selected** for our Xmas sale this wonderful Morris rocker because we think that it has many more advantages about it than anything that we could select, or that we could offer at the price at which we are offering this pattern. You will note that the design itself is distinctive in style, and with the foot rest on it we know that no more comfortable rocker should be built than this one.

**It is Constructed** throughout of select hard wood, thoroughly seasoned, and is finished in our beautiful, flaky, Kenwood quartered Oak. The back is very comfortable. The design is very neatly ruffled and has a bolster effect and has rich ornaments on the sides of the front posts; the hand-turned spindles with wide arms gives the rocker a construction which will be lasting and durable. The back may be raised or lowered by means of an automatic adjustment and the foot rest may be extended to suit the user. The illustration shows the rocker with the foot rest both out and in, so that when the foot rest is not in use it may be shoved to the back, under the rocker.

**The Upholstering of the Seat** is done over full coil steel covered spring construction and our celebrated Sylvan leather is used throughout. Every part of the upholstery is carefully taped and tacked and our Sylvan upholstery is one of the nearest approaches to genuine leather possible. It is furnished in the black only. If you want a nice, comfortable rocker for your Xmas season, do not fail to make the selection of this one. It will please the most exacting person and we know it will please you. The price at which it is offered represents a great saving and upon receipt of your order, with the customary first payment, it will be shipped from our factory in Grand Rapids, Mich., securely packed and guaranteed to reach you in perfect condition. Shipped knocked down, to save freight. Shipping weight, about 90 lbs.

No. D421, Price

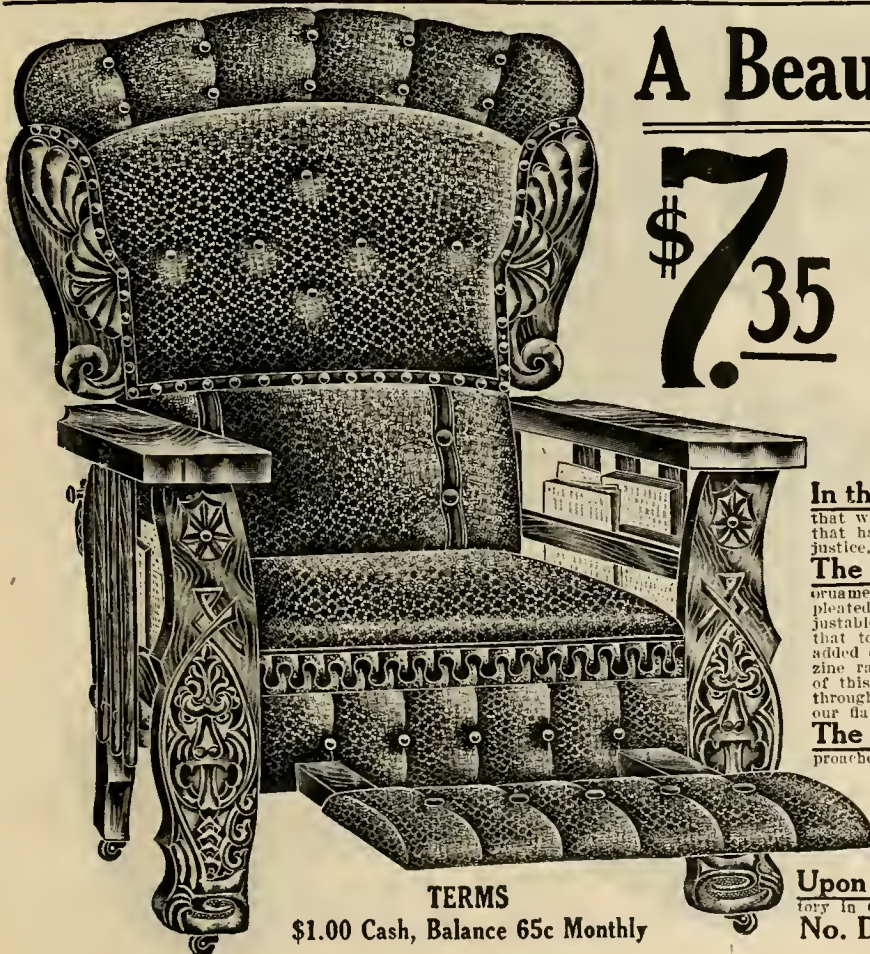
\$7.35

TERMS

\$1 00 Cash, Balance 65c Monthly

# A Beautiful Morris Chair

\$7.35



With Foot Rest and Curved  
Adjustable Back and  
Magazine Racks on Side.  
Kenwood Quartered Oak  
Finish and Upholstered  
With Sylvan Leather

**In the Selection of This Morris Chair,** we think we have that without doubt is one of the most comfortable chairs of this character that has ever been produced. While the illustration fails to do the chair justice, read our description carefully.

**The Back** of this one has a "Fit-Form" shape, that is, it is curved to fit the user's back, and the back is turned with two ornaments on the side and the upholstery has a pillow effect, neatly pleated. You will note, also, that the foot rest on this chair and the adjustable back are fitted with our automatic adjustment. We are confident that to the user of this chair comfort will always be possible. Another added convenience, you note underneath the arms on either side is a magazine rack. This forms a receptacle for reading matter. The front posts of this chair have an excellent and unique embossing and the construction throughout is of select hard wood, thoroughly seasoned, to which is applied our flaky, Kenwood quartered Oak finish.

**The Upholstering** material that is used throughout is our celebrated Sylvan leather, one of the nearest approaches to genuine leather possible. The illustration here shows the foot rest both extended and back under the seat. This is to give the idea that when the foot rest is not in use it may be put back out of the way. The seat is upholstered over full coil spring construction, and without a doubt there could not be a more comfortable chair built at the price. We want you to order this chair on trial, because we know that it will please you in every way; in fact, it could not help please everyone.

**Upon Receipt of Your Order** with the customary first payment, it will be shipped from our factory in Grand Rapids, Mich. Shipping weight, about 90 lbs.

No. D422, Price

\$7.35

TERMS

\$1.00 Cash, Balance 65c Monthly



## A New and Refined Pattern



These Three  
Beautiful Pieces  
Have Graceful  
Curved Arms  
and are a Typical  
SPEAR BARGAIN

See Terms  
on Inside Front  
Cover Page

No. D4292

**The Wonderful Parlor Suite** that we have selected and illustrate here is indeed a most perfectly made design and a sensational value. The suite is actually worth double what we are asking for it. For stylish design, perfection of construction and beauty of outline, it cannot be duplicated elsewhere at or near the price.

**It is Constructed** of the very best materials and can be had in mahoganyized Birch or Circassian Walnut finish, as illustrated. The latter finish is indeed beautiful, and as you will note from the price given below, it can be had in several different upholsterings. The top slat is nicely shaped and the panels are gracefully made. Arms and legs are durable, securely fastened to the frame in such a manner as to make the suite practically indestructible. With ordinary care we are very positive that the suite will last indefinitely. This suite is very comfortable and those of you who are looking for something in a high grade, well made parlor suite, should give this one your every consideration. The seats are upholstered over full steel coil spring construction and there is everything about this suite to make it desirable. It is an elaborate design and will beautify any home where economy necessitates a purchase of a suite of this character. It is an unprecedented bargain and on our liberal terms of credit should make a very wise investment.

**If You Care to** beautify your home and want something in a well made high grade parlor suite, at a moderate price, this one should be your selection; and do not forget that you can use the suite for 30 days in your home before making up your mind to buy it. Send us your order, with the customary first payment, and the suite will be shipped to you direct from our Chicago factory, securely packed and guaranteed to reach you in perfect condition. Do not fail to tell us, in ordering, whether you desire mahogany or Circassian Walnut finish and the upholstery that you desire. We want to be certain that we send you the suite just exactly as you order it. Shipping weight, about 175 lbs.

No. D4292, Price, Imitation Leather, \$27.85; Silk Plush, \$29.85; Panné Plush, \$29.90; Genuine Black Leather, \$29.95; Genuine Brown Spanish Leather, \$30.45

An Amazing Value  
at the Price

## A Wonderful Turkish Rocker

Upholstered in Brown Sylvan Spanish Leather. An Elaborate, Stylish and Impressive Design, Representing Comfort of the Most Pronounced Character

### We Have Selected This Magnificent Turkish Rocker

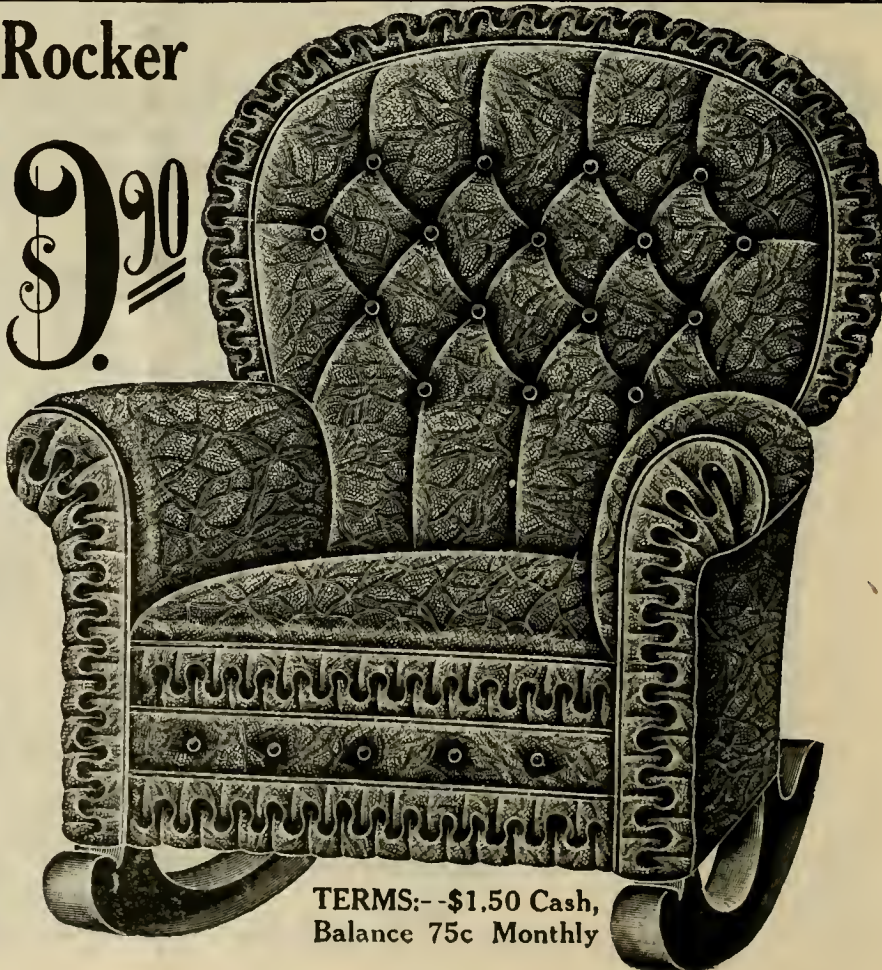
for the reason that we believe that in its selection we have secured a wonderful value and a most comfortable design; at the price at which it is sold, it is bound to prove a most popular seller. We are confident that nowhere else can such a stupendous value be purchased at or near our price. We are very enthusiastic about this pattern for we know there is genuine merit and quality in it.

**The Upholstering** forms the most particular part in the construction of this superb pattern, and on account of its being made by the most reputable manufacturer we can guarantee to you a degree of satisfaction that will surprise you. The frame work is durable and very strongly put together with glued blocks, mortised and everything to make the rocker a most attractive and durable pattern. The upholstery is well taped and tacked and is put together in such a way as to make it exceedingly attractive. The upholstery of the seat is over full steel coil spring construction. Arms are gracefully curved and the back is beautifully diamond tufted with double pronged steel buttons and the ruffling on the front of the seat and back is done in a most beautiful manner.

**There is Everything** comfortable, and it is upholstered, as you will note, with imitation Spanish leather in brown color. This gives it a most decidedly attractive appearance and the leather that we use is one of the nearest approaches to the genuine quality, and, in many instances, will without a doubt outwear some of the genuine leather with which the market is flooded. If you want to add to the attractiveness of your home, and want something in a comfortable, well made, high grade Turkish rocker, this one should be your selection, and upon receipt of your order, with the customary first payment, it will be shipped to you direct from the factory in New York, packed and guaranteed to reach you in perfect condition.

**At the Price** at which it is offered it should make a most attractive seller and one which is bound to please. If you are dissatisfied after you receive it, it can be returned, and your first payment, as well as freight charges, will be instantly refunded. Shipping weight 150 lbs.

No. D1018, Price . . . \$9.90



TERMS:--\$1.50 Cash,  
Balance 75c Monthly





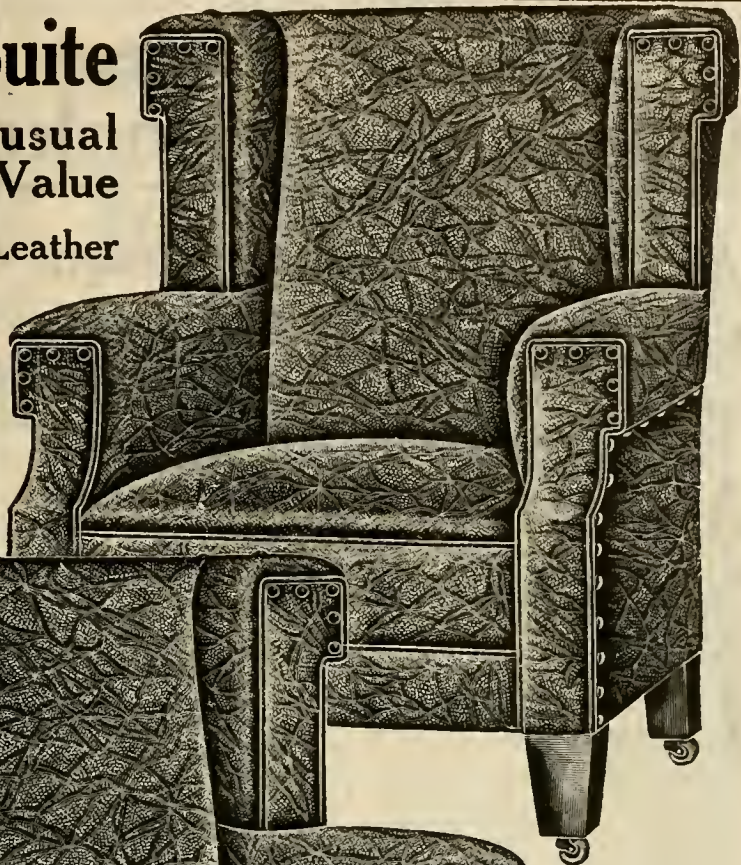
# An Elaborate Parlor Suite

A Wonderful Pattern of Unusual Quality and a Most Pronounced Value

Upholstered with Brown Spanish Sylvan Leather

**This Luxurious Parlor Suite** is especially suitable for homes where the rooms are small and it is necessary to utilize every inch of space. It will harmonize with any surroundings and we guarantee it in every way. You could not wish for a nicer suite, and the price at which we are offering it spells bargain of the first quality. If you need a parlor suite, read the description of this one carefully and allow us to send it to you on 30 days' free trial.

**The Upholstering** forms the most important part in the construction of this suite and we have examined it carefully before selling to see that it possesses every requisite quality to make it wear indefinitely. The upholstery is done only by first class workmen, and is put on in such a manner that, with proper care, it will wear indefinitely. We use one of the best grades of imitation Spanish leather, one of the nearest approaches to genuine leather, and for wearing qualities, in many instances, it will outwear genuine leather. The seats all have full steel coil spring construction, very restful, and the arms are just high enough to insure perfect



comfort and ease. The frame work is constructed of select stock and is finished mahogany, the backs are nicely padded, have extended wings, and there is everything about the suite to make it most inviting. You will never find these seats sagging, nor will you ever sit on a more comfortable seat, and remember that the suite has that dignified, handsome appearance so becoming to one of this character. No amount of description can do justice to it; it is indeed a wonderful value, and in many instances were you to buy this at a retail store you would pay \$50.00 or \$60.00 for it, but we have purchased a vast quantity and want to impress you with the saving that is represented here. We are willing to send the suite to you on trial.

For Terms See Inside Front Cover Page

**If You Desire** extreme luxury and elegant appearance in a moderate priced parlor suite, this one will appeal to you, and it is guaranteed by our time honored reputation to suit or your money back. Our widespread knowledge of home furnishings permits us to be very enthusiastic about this parlor suite. It is so low priced that every person of moderate circumstances can secure it on our liberal credit terms. It is attractive and may not only be enjoyed during your lifetime, but it will endure for the service and pleasure of future generations, with proper care.

**Upon the Receipt of Your Order**, with the customary first payment, it will be shipped to you direct from our New York factory, securely crated and guaranteed to reach you in perfect condition. Order it in plenty of time so that you may receive it when you need it. We have a large stock and can make prompt shipment. Shipping weight, 225 lbs.

No. D4288, Chair Only, Price . .	\$10.65
No. D4289, Rocker Only, Price . .	10.85
No. D4290, Settee Only, Price . .	16.45
No. D4291, 3 Pieces Complete, Price . .	37.95





# Spear's Latest Combination Bookcase

An Exquisite Carved Design  
Finished in Golden Oak

TERMS:—\$1.50 Cash With Order, Balance 50c Monthly

A Great Christmas Offering

\$11.95

**For the Christmas Season** we have taken great care in selecting a Combination Bookcase that we believe would show great value and the highest quality at a glance. The design is exclusive, and is intended for our 1914 catalogue, and you will find that it embodies more exclusive features at a reasonable price than have ever been shown before.

**The Top** of this Combination Bookcase is surmounted with daintily executed carvings, and to the right of the commodious book section you will note the small bevel plate mirror, which measures 12x12 inches. The right compartment is equipped with pigeon holes, and below this you will note the one large drawer and cupboard. To the left of the writing compartment you will note the large roomy book space, which is fitted with double strength glass.

**The Extreme Height** of this combination case is 72 inches and it is 39 inches wide. The case is fitted with well executed carved claw feet, and only the best of hardware is used. The construction of this Combination Bookcase is of quarter-sawed Oak, finished a rich shade of golden, and you will find it a most exceptional value, and one worth twice our price. This Combination Bookcase is sold on our liberal terms of credit. Send us your order, with the customary first payment, and we will ship it at once, so that you will receive it promptly, and you can have thirty days in which to try it before making up your mind to buy. If it pleases you, our terms are so arranged that you can have a long time in which to pay for it. On receipt of your order it will be shipped direct from our Central Indiana factory, securely crated, and guaranteed to reach you in perfect condition. Shipping weight, about 155 pounds.



No. D2149, Price . . . . . \$11.95

# A Beautiful Platform Reclining Rocker

\$7.65

Can be Had in Mahogany or Golden Oak Finish  
Has Adjustable Reclining Back, Rocking Foot Rest and is an Extremely Comfortable Bargain

**In the Selection of This Reclining Rocker** we believe we have secured one of the grandest pieces of furniture of this character that has ever been sold at or near our price. The design of the rocker itself is very artistic. It is thoroughly made and at the price at which we are selling it, it represents a great bargain.

**The Frame** is constructed of solid Oak finished golden or mahogany. The entire frame work is joined in the most suitable manner and the foot rest is so arranged that it may be extended or put back under the rocker proper. The back reclines to any position, being fitted with the adjusting rack. It is beautifully upholstered with Chase leather, one of the nearest approaches to genuine leather possible. The back has a full roll head rest and the back fits the occupants position to perfection.

**We Consider That This Rocker** is perfection itself. It is extremely comfortable and is mounted on a platform base and rocks on a suspended frame work. Rockers of this character have been in use for many years, but they have never been offered before with an adjustable foot rest, and because it is built for wear and will give years of service and gives the occupant an easy rocking motion when seated in the chair, we are sure that you will be more than pleased in the selection of this rocker. You will never know how comfortable and

luxurious the chair is until you sit in it and use it. Think of lying in a nice soft, springy cushion with your back in any position when rocking; and remember, too, that the seat is upholstered over full sized coiled spring construction, and while reclining in a comfortable position your feet rests upon a support which rocks when the chair rocks. If desired it can be utilized for a barber chair, for it was all the requisites of one.

**Those of You** who are looking for something extremely comfortable should select this bargain. It will be shipped to you direct from our factory in New York, upon receipt of your first payment, and if you are not thoroughly satisfied with it after it is received it may be returned and your first payment, as well as freight charges, will be instantly refunded. Shipping weight, about 100 lbs.

On account of the Reclining Back and Rocking Foot Rest, this Chair could also be used for a Barber Chair



TERMS:—\$1.25 Cash, Balance 75c Monthly

No. D420, Price . . . . . \$7.65





# A WONDERFUL LADY'S DESK

**\$7<sup>95</sup>**

Can Be Had in Golden Oak or Mahogany Finish

An Elaborate Design

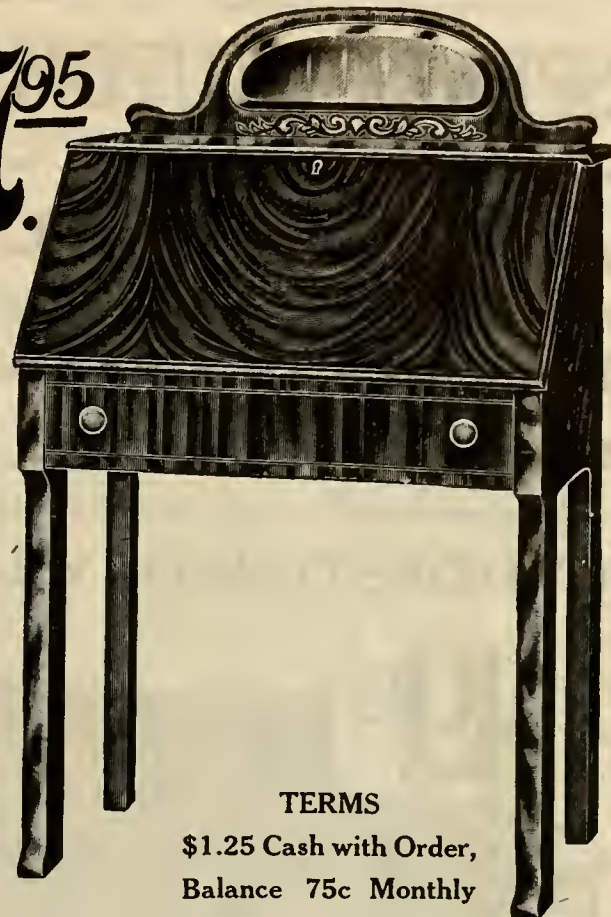
Beautifully Finished

**For Our Xmas Sale** we have selected this beautiful desk because we think it has quality and character about it that would be hard to duplicate elsewhere. It is a wonderful pattern and is particularly well made. To describe its sterling quality and merits would necessitate more space than we have here, but we want you to order it in time for Xmas and give it the usual 30 days' free trial.

**We Can Furnish** this desk in either golden Oak or mahogany Birch, both finishes highly glossed, and the construction throughout is such as you have never seen before on a desk of this nature. The desk itself is 41½ inches high and is 27 inches wide, and is fitted at the top with a French bevel plate mirror 4 x 14 inches, set in a neat frame which gives the desk a most pleasing appearance. The interior arrangement consists of pigeon holes, etc., for the convenient storage of your writing materials and the large drawer fitted with wood knobs certainly makes it the most spacious desk that was ever offered at or near our price.

**This Desk** is offered to you on our liberal terms of credit. You can order it and it will be shipped promptly from our Central Indiana factory, securely crated and guaranteed to reach you in perfect condition. Order one early so that it will reach you in plenty of time for your Xmas needs. Try it for 30 days and if you are not satisfied it can be returned, and your first payment, as well as freight charges, will be instantly refunded. Shipping weight about 60 lbs.

No. D2100, Price . . . . . \$7.95



## TERMS

\$1.25 Cash with Order,

Balance 75c Monthly

# SPEAR'S NEWEST MUSIC CABINET

**\$6<sup>95</sup>** A Very Handsome, Neat  
and Inexpensive Design

Can be Furnished in Golden Oak  
or Mahogany Finish

IT WILL MAKE AN IDEAL XMAS PRESENT

**The Music Cabinet That We Have Selected For Our Christmas Sale**

is one of the handsomest and simplest designs that you have ever seen. While it is low priced it has that degree of high quality about it that must not be forgotten, and you will find it one of the best values that you have ever seen. We have contracted for a large quantity, and therefore the low price is possible. We would recommend, however, that you send us your order early, so as to receive your selection in plenty of time for Christmas.

**This Handsome Music Cabinet** is constructed of quarter-sawed Oak, finished a rich golden, or of Northern Birch, finished in mahogany. Either of these finishes is highly polished to a mirror-like brilliancy. The top measures 13 x 19 inches, and the cabinet stands 38 inches high. In the top it has one large drawer, fitted with wood knobs, and the interior arrangement of the cabinet itself is the usual shelves sub-dividing it into different compartments.

**This Music Cabinet** is offered to you on our liberal terms of credit, which means that you can send us your order, with the customary first payment, and it will be shipped either from our Central Indiana factory or Pittsburgh warehouse, the point nearest you. After thirty days' trial, if you are not satisfied with it, it can be returned, and your first payment, as well as freight charges, will be instantly refunded. Shipping weight, about 50 pounds.

No. D3931, Price . . . . . \$6.95



## TERMS

\$1.00 Cash with Order,

Balance 65c Monthly





# SPEAR'S AUTOMATIC BED DAVENPORT

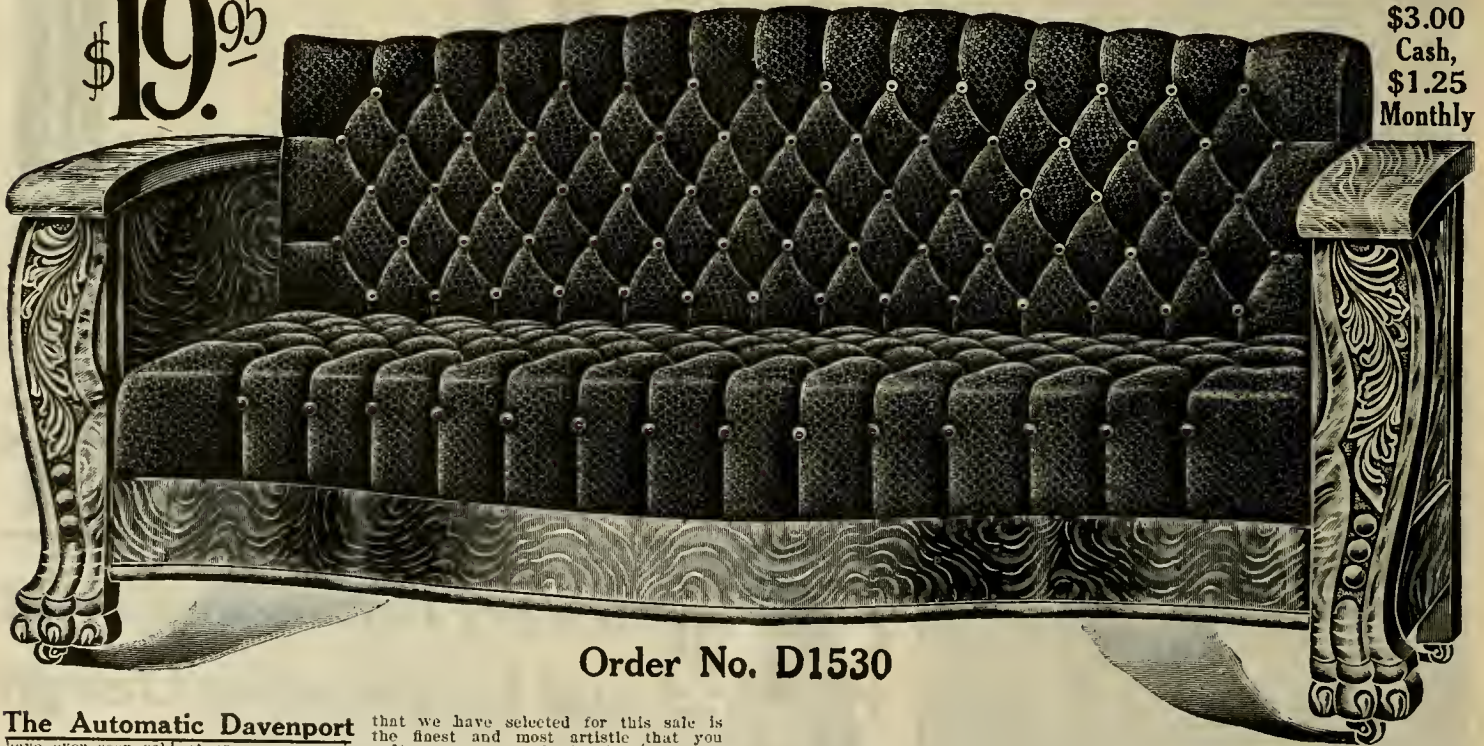
## A WONDERFUL SERPENTINE DESIGN

Has Curved Arms, Embossed Posts, Carved Claw Feet and is Constructed of Solid Oak, Finished Golden and Highly Glossed

UPHOLSTERED WITH IMPERIAL LEATHER

\$19.<sup>95</sup>

TERMS:  
\$3.00  
Cash,  
\$1.25  
Monthly



Order No. D1530

**The Automatic Davenport** that we have selected for this sale is the finest and most artistic that you have ever seen sold at or near our price. It represents perfection in the art of davenport making. It has been designed especially for this sale, and if you are without a davenport at the present time, and want something in a davenport, you should consider this one very carefully.

**The Construction** is of the very best, the frames being made of selected and thoroughly seasoned solid Oak. It is carefully and securely put together and the greatest care has been taken in the joining of the various parts to make it substantial in every way. The upholstery is our celebrated Imperial leather, being especially manufactured for us, and is one of the nearest approaches to genuine leather possible. Its sterling qualities cannot be excelled, consequently you save the expense of upholstering, which is very often the case when a cheap fabric is used.

**The Filling** consists of the highest grade tow, covered with a double thickness of cotton felt on top. The leather is handsomely diamond tufted and securely fastened to no all spring construction with patent double pronged tufting buttons; it will not pull out. The top and front of this davenport are serpentine in shape and are very neatly pleated. You will note the arms are wide, gracefully curved, and the front posts are daintily embossed and have carved claw feet.

**The Bed** feature of this davenport is the simplest device on the market. By merely raising the seat cushion and unlatching the back the bed is made. This feature adds at least 50 per cent. to the value of this davenport. Each davenport has a commodious wardrobe directly underneath the seat, which can be used for the storing of bedding or as a receptacle for wearing apparel. The illustration shows the exact style and outline but cannot exactly do justice to the davenport. It certainly must be seen to be fully appreciated.

**In Reading Our Description** of this davenport, do not think it is beyond your means to purchase. We have endeavored to make it one of the most pronounced values that we have ever offered. It is indeed a wonderful piece of furniture and those of you who are in need of a davenport and want one of this style should not pass up this wonderful opportunity. Remember, too, that our plan of selling makes you the sole judge of your own satisfaction, which means that you can order the davenport, put it in your home and use it for 30 days, sleep on it, in fact, put it to every conceivable test possible and we are sure that you will never part with it; but on the other hand, if you are dissatisfied, it may be returned and your first payment, as well as freight charges, will be instantly refunded. If you will stop to think of this offer, you will readily understand why you must be satisfied before the sale is made, and our convenient plan of paying makes it possible for you to use this davenport while you are paying for it. We are confident that it will please the most exacting person. With proper care it will last indefinitely. And remember, now, above all, must be pleased with it. We have an exceedingly large stock and can make prompt shipment.

**We Solicit Your Order** for this automatic bed davenport on our liberal 30 day free trial which gives you the privilege of inspecting it and convincing yourself of its sterling qualities after you receive it. You do not have to make up your mind to buy it until after you have given it this trial. You will soon be convinced, as we have said, that we are leaders in the art of davenport making. Do not delay your order but send it to us at once, with the customary first payment, and this davenport will be shipped to you direct from our factory in Central Illinois or Northern New York. Shipping weight about 210 lbs.

No. D1530, Price . . . . . \$19.95



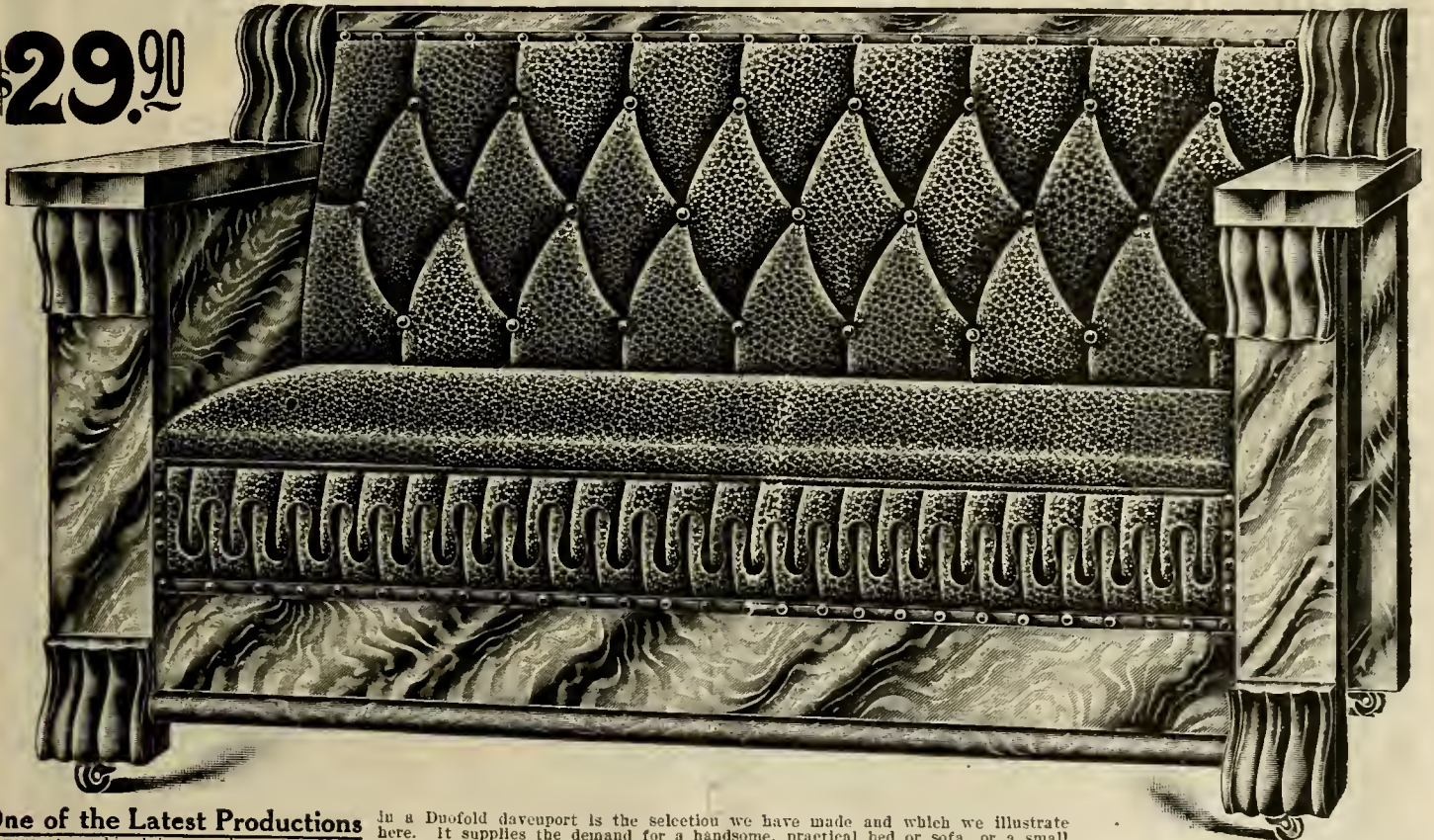


# Spear's Convertible "DUOFOLD" Sofa Bed

## SOFA CAN BE CONVERTED INTO A FULL SIZE SOFA BED

Comfortable Spring and Mattress Entirely Separate Feature Inside of Sofa. Comes in Golden Oak or Mahogany Finishes

**\$29.90**



### One of the Latest Productions

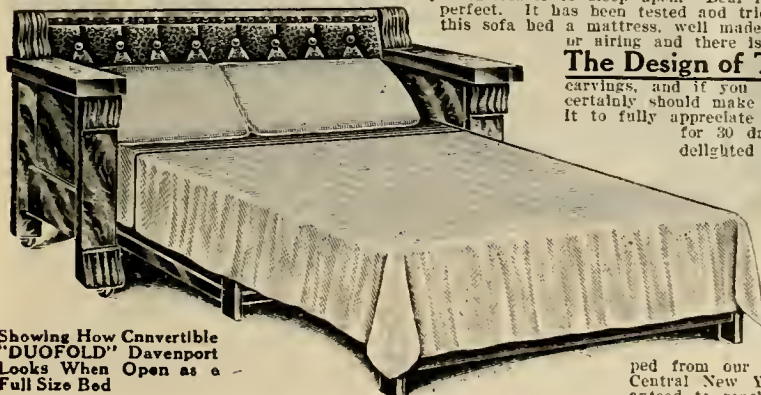
in a Duofold davenport is the selection we have made and which we illustrate here. It supplies the demand for a handsome, practical bed or sofa, or a small davenport combined in one piece of furniture. Lots of people you know have small rooms, and to place a large davenport in a small room would take up lots of space and for that reason this Duofold has been designed to meet the large demand for a small davenport, which at night time can be converted into a comfortable bed. The Frame of this piece is made of solid Oak finished a rich golden or Birch mahoganized. The upholstering materials are the best that could be offered at the price, and you will note that the seat is plain while the back is wonderfully diamond tufted, the ruffle on the front of the seat is exquisite and the frames are rigid and strong. This davenport is one of the neatest appearing and compact pieces of furniture that you have ever seen, and you will never know what a wonderful article it is until you have tried it.

### The Operation

of this wonderful piece of furniture is like clock work. The opening and closing of it is made easy by our patent lifting device, something not seen on other sofa beds. The steel fabrics and springs supporting the mattress are entirely separate from the springs of the seat. Its extreme width is 60 inches, whereas closed as a sofa it is only 50 inches between the arms. It makes a handsome parlor sofa in daytime and can be converted with very little effort into a full size comfortable bed at night. When open as a bed it is 4 ft. wide and 6 ft. long, and there is plenty of room inside the frame for the bedding. It is perfectly sanitary and luxuriously comfortable to sleep upon. Bear in mind that this is not an experiment. This Duofold sofa bed is mechanically perfect. It has been tested and tried and there is nothing about it to wear or get out of order. We furnish with a mattress, well made with cotton and jute filling. This mattress can be easily removed for dusting or airing and there is sufficient room for pillows within the upholstered seat.

### The Design of This Sofa Bed

is indeed wonderful. You will note the arms are extremely wide, the front posts are ornamented with neat carvings, and if you want something strictly up to date and need an article of this character, you certainly should make this one your selection. Words cannot describe it thoroughly; you must test it to fully appreciate its wonderful qualities. We want you to order it and place it in your home for 30 days and see if you will not be delighted with it; use it as a bed or put it to any test you want to and we thoroughly believe that you will feel it is one of the most needed pieces of furniture that you have in your household. We solicit your order with the understanding that if after you receive it you are not satisfied with it, it may be returned and your first payment, as well as freight charges, will be instantly refunded. Shipped from our factory in Northern Illinois or Central New York, securely packed and guaranteed to reach you in perfect condition.



Showing How Convertible "DUOFOLD" Davenport Looks When Open as a Full Size Bed



**This Sofa Bed Is A Standard Make, Therefore It Has A Standard Name.**

No. D1531, Price, including Mattress, \$29.90

Imperial Leather

Genuine Brown Spanish Leather

No. 1 Genuine Black Leather

**\$39.95**

**\$42.65**



# Spear's "PRISCILLA" Kitchen Cabinet

## A MODERN UP TO DATE CABINET AT A SPECIAL PRICE

WHITE ENAMEL  
INTERIOR, TILT-  
ING FLOUR BIN  
WITH SIFTER,  
SLIDING NICKEL-  
OID COVERED  
TOP AND SIX  
SPICE CANS

### TERMS

\$2.25 Cash  
With Order,  
Balance Pay-  
able \$1.00  
Monthly

\$16.95

### We Offer Here One of the Greatest Values

that has ever been featured in a kitchen cabinet. A woman who has never owned a kitchen cabinet cannot imagine what a great convenience, or in fact a necessity they represent. Have you ever noticed in the preparation of a meal the innumerable steps a woman must take in gathering together the ingredients for that meal, and did it ever occur to you what an added convenience it would be if it were possible to own a kitchen cabinet. Any one in preparing a meal or in baking knows that a kitchen cabinet is a necessity. If you will stop and think you will find that it is nearly impossible to have all the materials that you use on the table when you begin to work. Everything must be brought from the pantry, cupboard, cellar or some other place.

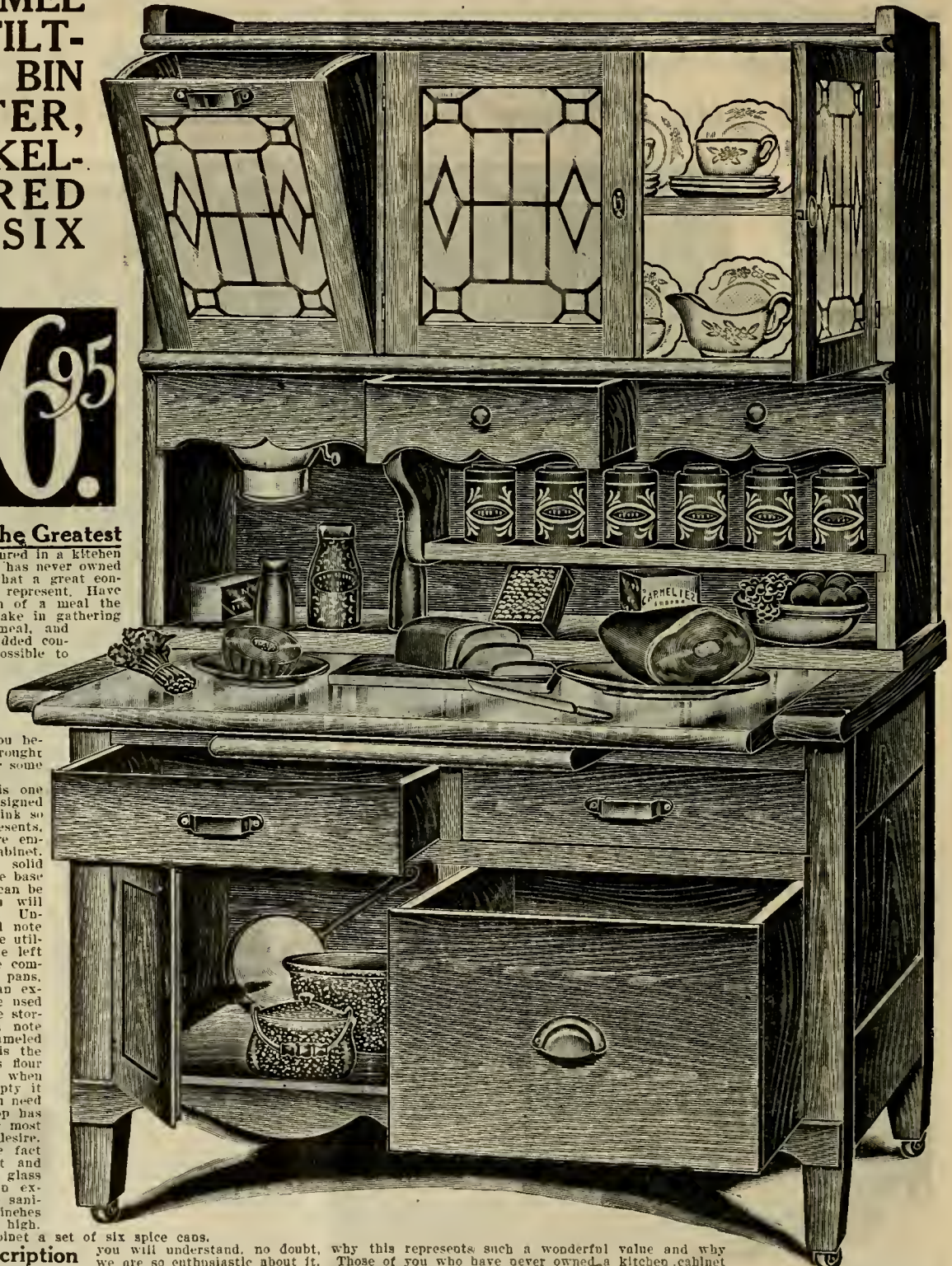
**The Cabinet** we offer here is one that we have designed ourselves and the only reason we think so much of it is the fact that it represents, in a way, all the features that are embodied in a higher price kitchen cabinet. The construction throughout is of solid oak, finished golden. The top of the base has polished nickeloid cover, which can be extended, and underneath this you will note the convenient kneading board. Underneath the sliding cover you will note the two large drawers. These can be utilized for linens, cutlery, etc. To the left of the base you will note the large compartment for the storage of pots, pans, etc. To the right of the base is an extremely large drawer, which can be used for bread, cakes, pies, or in fact the storing of any food. In the top you note the large, convenient, white enameled china closet and to the left of this the flour bin with white interior. This flour bin has a safety attachment, and when you buy a sack of flour, simply empty it into this bin and use the flour as you need it. You will note also that the top has two drawers which can be used for most any purpose that a woman may desire. We call your attention also to the fact that the doors of the china closet and the glass in the flour bin is of art glass variety. This gives the cabinet an extremely pleasing appearance and the sanitary base measures 26 inches x 42 inches and the cabinet stands 72 inches high. There is also included with this cabinet a set of six spice cans.

### From the Foregoing Description

you will understand, no doubt, why this represents such a wonderful value and why we are so enthusiastic about it. Those of you who have never owned a kitchen cabinet will never know what comfort and convenience is to be afforded by their use. This cabinet will give years of satisfactory service and remember, too, that we have made it so easy for you to own it that we do not want you to hesitate for one minute to order it on trial. All that we require of you is that you send the customary first payment with your order; the cabinet will be shipped direct from our Virginia factory, securely crated and guaranteed to reach you in perfect condition. After you receive it you may put it to every possible test, put it in your kitchen and prepare a meal on it, use it for baking, and if you are not satisfied with it after 30 days' trial your first payment, as well as freight charges, will be instantly refunded and you may return the cabinet. Order it right away so that you can have it to prepare your Xmas dinner on. Shipped to you direct. Shipping weight, about 150 lbs.

No. D2808, Price

\$16.95







# A Gentleman's Combination Chifforobe

## NOTE THE NEW ATTRACTIVE DESK FEATURE

Constructed of Solid Oak With Our Beautiful Kenwood Quartered Finish

\$18<sup>40</sup>==

### TERMS

\$3.00 Cash With Order,  
Balance \$1.25 Monthly

### Here is Another New Article

that is intended more for a gentleman's use. It is one of the most complete pieces of furnishings that you have ever seen, and any man will tell you that it is indispensable in the furnishing of his room. It can be a dresser, wardrobe, writing desk and a convenient receptacle for almost anything that a man wears. Of course, a woman can use it, too. In looking at the picture you will note that it is a combination of several pieces of furniture and will be found convenient for any bedroom.

**It is Constructed** throughout of select white Indiana Oak, thoroughly kiln-dried and seasoned and is finished in our celebrated Kenwood quartered Oak, which has a remarkable glass finish, and the construction of it suggests one of the highest class pieces of furniture that has ever been offered at or near our price. It is large and massive, for it measures 63 inches in height and is 45 inches wide. The top is adorned with a handsome carving, and to the right you will note the wardrobe which may be utilized for outside wearing apparel. The door is fitted with trouser rack and the interior of the wardrobe proper is fitted with coat hangers so that your clothes always be ready for your immediate use. To the left you will note the little cupboard in the top which can be used for toilet articles; but if you desire, it may be used for caps, hats, etc. Below this you will note the writing desk with its convenient pigeon holes and drawer for the storing of writing materials; has a hinged lid which makes the writing bed. Below this you will note the three drawers fitted with wooden knobs, which can be used for linens.



**You Will Note** in the foregoing description that in the use of one of these bachelor chifforobes, everything in the way of men's wearing apparel can be placed so that they will be at his finger tips whenever he needs them. Nothing could be more desirable and everyone who will purchase one of these articles will find it just as indispensable as a kitchen stove. If you want the man of the house to have a place for his wearing apparel, we are sure that in the selection of this chifforobe he would not be better pleased, and there is everything about it to make it practical as well as ornamental. The larger illustration shows it open, while the small illustration shows it closed. Note the two illustrations carefully and we are sure it will not take you long to make up your mind to buy one of these chifforobes. Our plan of selling is at your service. We are willing to let you be the judge of your own satisfaction, and at the same time we want you to order promptly so that you will have it promptly just when you need it. Shipped from our Central Indiana factory, securely crated and guaranteed to reach you in perfect condition. If you do not find it everything that we say, it may be returned and your first payment, as well as freight charges, will be instantly refunded. Shipping weight 200 lbs.

No. D2007, Price . . . . . \$18.40





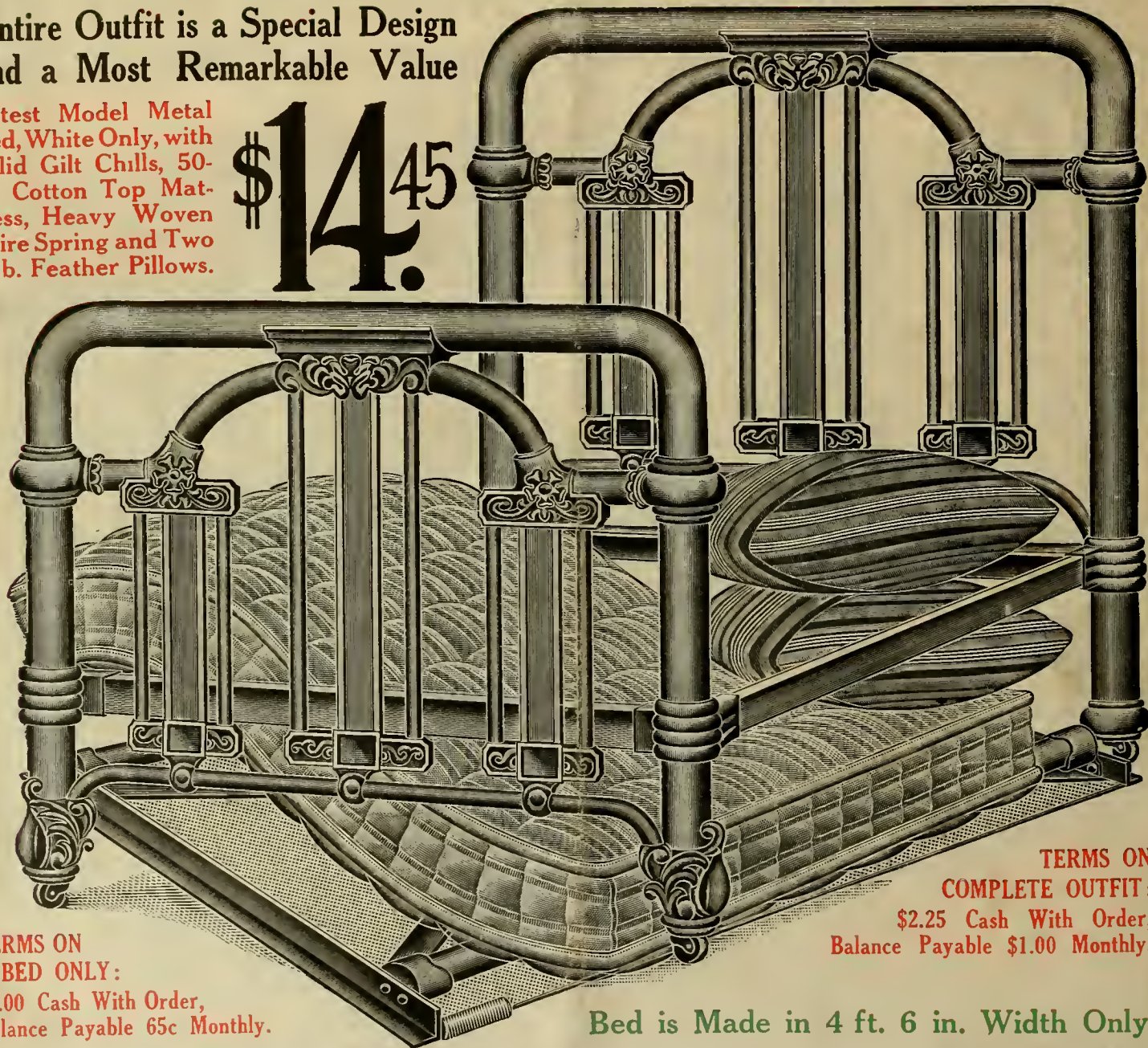
# OUR SPECIAL HOLIDAY IRON BED OUTFIT

## Metal Bed, Spring, Mattress and Pillows

Entire Outfit is a Special Design  
and a Most Remarkable Value

Latest Model Metal  
Bed, White Only, with  
Solid Gilt Chills, 50-  
lb. Cotton Top Mat-  
tress, Heavy Woven  
Wire Spring and Two  
3-lb. Feather Pillows.

\$14.<sup>45</sup>



TERMS ON  
COMPLETE OUTFIT:

\$2.25 Cash With Order,  
Balance Payable \$1.00 Monthly.

TERMS ON  
BED ONLY:

\$1.00 Cash With Order,  
Balance Payable 65c Monthly.

Bed is Made in 4 ft. 6 in. Width Only

**For This Particular Season** we have designed the iron bed outfit illustrated above and we venture to say that you will like it for more reasons than one. The design of the iron bed itself is very attractive. It will give a most pleasing appearance to any bedroom and we know that you will be delighted with the entire outfit once you have received it. Do not compare this outfit with the cheap ones with which the market is flooded. The character and distinct quality of the iron bed alone is such as you have never seen before. Remember that we are the only Mail Order Institution in the country that offers you iron beds made with the celebrated channel iron fillers.

**This Iron Bed** has 1½ inch continuous posts; the fillers are ¾ inch and ½ inch, while the channel irons, of which you will note 3 in the head and 3 in the foot, measure 1½ inch in diameter. The head of this bed is 58 inches high and the foot 37 inches high; has well executed cast chills and the bed can be furnished in white only, but the chills are ornamented with rich gilt trimming—the nicest you have ever seen. The bed can be furnished only in 4 ft. 6 in. width. It is a beautiful design and particularly well made.

**The Mattress** we furnish with this outfit is better by far than is usually furnished by other people. It is a 50 lb. cotton top mattress, well covered with a good grade of ticking, and we have assembled it with this outfit to give you something different, something better than is usually offered. This mattress is one that you would pay \$5.00 or \$6.00 for in a retail store, and it is worth every cent of that price.

**The Spring** is of heavy woven wire fabric on angle steel ends with tubular braces running along the sides. The supports of steel bands with helical springs at the end insure you a most comfortable bed spring and makes it very comfortable. We guarantee it to give satisfaction and can recommend it to you very highly.

**The Pillows** included with this outfit measure 19 x 26 inches and are filled with prime curled feathers, absolutely clean, sanitary and odorless. They are covered with extra heavy old style blue and white Amoskeag ticking and they weigh 3 lbs. each.

**In Reading the Foregoing Description** of this wonderful outfit we want you to pay particular attention to the style and graceful outline of the bed. You will note it is quite different from that offered by other people but remember that you are buying of this character cannot imagine its wonderful beauty and simplicity the bed being furnished in a white color decorated with solid gilt makes it even more than any picture could ever portray. We have a large quantity of these beds and the offer is a most phenomenal one. We are willing to ship the entire outfit to you and let you use it for 30 days so that you can be the judge of your own satisfaction. We can make prompt shipment of any order and the entire outfit will be shipped from our Pittsburgh warehouse. Outfit can be purchased or the bed can be purchased alone, whichever is your pleasure.

No. D302, Bed Only, Price . . . \$7.25

No. D303, Complete Outfit, Bed, Spring, Mattress and Pillows, Price, \$14.45